

# Private fund plan in legal aid shake-up

By Frances Gibb, Legal Affairs Correspondent

Proposals for a national private funding scheme for people who cannot obtain legal aid are being drawn up by the Law Society in the face of government cuts of publicly financed legal services.

Legal aid, expected to cost £600 million by 1990, is being squeezed at both ends. Some poorer families are being cut out of the scheme by cuts in eligibility, while there are plans to take some work — such as wills and conveyancing — out of the scheme.

The legal aid scheme has long been a source of injustice for many middle-class families who do not qualify but who cannot afford to go to law themselves, or the "middle class income trap". Alternatively, they were cases against legally-aided opponents and had to find their own costs.

A committee of the Law Society, which represents 45,000 solicitors in England and Wales, has drafted proposals for an independent way to fund court cases outside the scope of legal aid.

The key elements are:

- A legal services mutual fund, under which those with a claim would pay a fixed sum or premium in the order of

£350 which would cover all the costs of that case.

- A limited contingency fees scheme — the first to be envisaged for this country — whereby lawyers are paid by results. This is proposed for tribunal work, outside the legal aid scheme.

Law Society officials have refused to comment on the proposals, which have not yet been before its Council.

But they amount to fundamental change in the way litigation in Britain is financed, amid the prospect of legal aid cuts to be announced in a White Paper in three weeks' time and likely cuts on what is one of the fastest growing areas of the public purse.

The proposals have been triggered by last year's legal aid scrutiny report on which the Government is planning to base its White Paper. But the Law Society's concern goes wider: it believes that future Governments will increasingly look for ways of controlling what has until now been a demand-led area of public spending.

The draft proposals will go before a special Law Society committee for approval on Thursday. None involves legislation and could be acted on swiftly if subsequently agreed on by the Law Society Council.

There has always been opposition to contingency fee arrangements on the ground that it is ethically unacceptable for lawyers to have an interest in the outcome of a case.

But there has been mounting support for contingency work among solicitors.

To meet the objections, the committee is considering a proposal that solicitors who take on tribunal work should be paid out of the interest which accumulates in the legal services fund. In that way, the solicitor would not benefit directly from the client's success.

Although Lord Hailsham, the Lord Chancellor, is against such arrangements, which cannot be enforced in statute to ensure the client pays, it is believed that tribunals are beyond the scope of legislation.

The more far-reaching but less controversial proposal for a legal services mutual fund, which would be supported by one of the big insurance companies, this would cover all areas of litigation where costs or damages are awarded.

Under the proposals, a client would enter the scheme through a solicitor. If the solicitor deemed there was a reasonable case, the client would pay a sum up to a fixed limit, which would cover all costs.

The exact figure, based on an estimate of how many people are likely to use the scheme, has yet to be fixed. But it is thought that at around £300 to £350 the growing number of litigants excluded from the legal aid scheme could be covered.

The Lord Chancellor's White Paper is likely to include some proposals for trimming legal aid which appeared in a scrutiny report by Treasury officials last year.



Mr Roy Jenkins, chief Treasury spokesman for the Alliance, who will lead their economics team.

## SDP takes leading role in Alliance election team

By Philip Webster, Chief Political Correspondent

Senior members of the Social Democratic Party have won most of the main Cabinet-shadowing posts in the Alliance's general election team, with key jobs going to Mr Roy Jenkins and Mrs Shirley Williams.

Dr David Owen, who unveiled the team yesterday with Mr David Steel, fresh off opposition from some Liberals to secure his own choice.

Mr John Cartwright, as the Alliance's defence spokesman, Mr Jenkins, the former Labour chancellor and SDP leader, who as one of the party's elder statesmen has been content to hold general speaking responsibilities in recent years, returns to the centre of the political stage as the Alliance chief Treasury and economic spokesman.

Mrs Williams, the SDP president, who is to stand at Cambridge at the next election, is to be home affairs spokesman. Mr William Rodgers, the other original "gang of four" member who, like Mrs Williams, is not an MP at present, is to be energy spokesman.

Mr Alan Beith, Liberal deputy leader, is to be the foreign affairs spokesman. Mr David Alton, Northern Ireland spokesman, Mr Paddy Ashdown, education, Mr Michael Meadowcroft, housing and local government, Lady Soames, social services, and Mr Simon Hughes, health. Mr Ian Wrigglesworth is to be trade and industry spokesman and Mr Robert Maclean, spokesman on agriculture and fisheries.

Mr David Penhaligon, who was killed in a car accident

## Arctic weather forecast to last all week

By David Cross

The bitterly cold spell, which brought travel chaos to many parts of Britain yesterday, is likely to persist until the end of the week, according to forecasts last night.

London experienced its coldest day since records began in 1940, with a maximum temperature of -4.7C after a minimum overnight of -8.6C. In parts of the country temperatures dropped to -16C.

The worst snow fell in the South-east, with parts of Kent and Essex reporting drifts of up to 20in. Hundreds of passengers were trapped on trains in Kent and many schools were closed.

On the Isle of Sheppey in the Thames estuary, where winds whipped the snow into deep drifts, four Automobile Association vehicles were trapped as they tried to rescue each other, and a police four-wheel drive vehicle had to turn back. Sheerness fire station was snowed in, unable to answer emergency calls. Southend had two feet of snow.

Large queues built up at many food stores as families tried to stock up with basics. "It is real panic buying," said Mr Ray Webb, manager of a Safeway store in Chatham, Kent. "They are buying baked beans, canned vegetables, tinned meat, as well as bread and milk."

More than 600 passengers were stranded all Sunday night in unheated trains in the Medway area of Kent. One train running from Charing Cross to Dover took more than 13 hours to get to Ashford after it was stopped by snow drifts. When it arrived at Maidstone, British Rail officials offered passengers hot tea and coffee.

As BR finally admitted defeat and advised thousands of commuters in Essex and Kent to stay at home, the AA

## Guinness finance director resigns

By Lawrence Lever

The Government's investigation into Guinness claimed its third casualty yesterday when Mr Oliver Roux resigned as finance director of the troubled brewing and leisure group.

Mr Roux's resignation comes after the departure of Mr Ernest Saunders on Friday as chairman and chief executive and the enforced resignation last month of Mr Roger Seelig from Morgan Grenfell, former advisers to Guinness.

All three were members of the five-man Guinness "war cabinet" which masterminded Guinness's tactics during its battle with Argyl for control of Distillers.

Mr Roux tendered his resignation on Sunday. Guinness said yesterday that the board accepted it "with regret".

In a prepared statement Mr Roux said: "I have at all times sought to act in the best interests of the company and its shareholders. The board has now to consider the appropriate structure to carry the company forward in the long term and I believe that it is proper for me to offer my resignation."

Mr Roux's resignation was regarded as inevitable after he admitted last week to being intimately involved with the wide-ranging price support operations carried out to boost Guinness's share price during the bid for Distillers.

A letter sent by Mr Roux last Monday to Kingsley Napley, Guinness's solicitors, outlined the operations and also precipitated the downfall of Mr Saunders.

The letter said that Mr Saunders was aware of Mr Roux's activities. It contents came as a complete surprise to Guinness's executive directors and cost Mr Saunders their support on the board.

Commenting on the letter, Mr Roux said yesterday that "following careful consideration of my obligations as a director of Guinness I decided that the board should be advised of certain facts".

Meanwhile the government inspectors have widened their inquiries, asking several stockbroking firms — who were not directly connected to any of the companies in the takeover battle — to provide precise details of their dealings in Guinness and Distillers shares.

The inspectors are interested also in the considerable amount of unsolicited purchases of Guinness shares coming from Swiss and Lichtenstein-based institutions.



At nine Berkshire schools were advised to stay at home because of the cold.

## Esso first with 6p petrol price rise

By Teresa Poole, Business Correspondent

Esso yesterday took the lead in pushing up petrol prices and announced that a gallon of four star would rise by about 6p to 175.5p from the start of business today. Diesel goes up by 5p to 159.6p.

The move came as the freezing weather helped crude oil prices to reach their highest level for almost a year. Prices surged about 45 cents a barrel and one cargo of Brent, the most widely traded North Sea crude, changed hands at \$18.85 a barrel for delivery in February.

Other oil companies are expected to follow the Esso increase. Mobil will fall into line at midnight today, Shell

## Israelis to be told of Irish fury

By Nicholas Beeston

The Israeli Ambassador to London will receive a strongly worded rebuke today when he is summoned to Dublin about the killing by Israeli troops of an Irish peacekeeper in southern Lebanon on Saturday.

According to diplomatic sources in Dublin, the Irish Foreign Minister, Mr Peter Barry, is expected to lodge the "strongest protest ever" about Israeli military conduct in the area when he meets the Israeli envoy, Mr Yehuda Avner, whose responsibilities extend to Ireland.

Mr Barry said he was "disgusted" by the death of Corporal Dermot McLoughlin, who was killed by an Israeli tank shell while on duty at a UN position. The Irish Defence Minister, Mr Patrick O'Toole, described the Israeli action as "tantamount to murder".

## INSIDE Protest at secrecy on convoy

The Labour Party was yesterday putting pressure on the Government to release full details of the weekend road accident involving a convoy of army vehicles suspected of carrying nuclear weapons.

Mr Martin O'Neill, a party defence spokesman, has asked a series of parliamentary questions. The Ministry of Defence has refused to say whether nuclear materials were involved. Page 2

**Chad struggle**

The French believe the root of one of Colonel Gaddafi's main garrisons near the Chad-Libya border has been created a significantly improved situation in the struggle against Libya. Page 6

## Prince's farewell to Marines

By Alan Hamilton

Prince Edward yesterday resigned his commission in the Royal Marines after completing only four months of his officer training course, and left his base at Lympington in Dorset to face an as-yet-uncertain future.

The decision of the Queen's youngest son, aged 22, to abandon an apparently promising military career, was announced by Buckingham Palace yesterday morning. It was taken after a week of agonising and intensive discussion with senior Marine officers and with his family at Sandringham. Three quarters of an hour after the decision was announced, the Prince drove himself out of the West Country training depot for the last time.

The Palace statement said: "Prince Edward is leaving the Marines with great regret but has concluded that he does not wish to make the service his long-term career." The Prince had made his decision "after much consideration", the Palace said, and added that a statement about his future plans was not expected for some time. They would not comment on the Queen and the Duke of Edinburgh's reaction to their son's decision, except to say: "I am sure they understand it."

Prince Edward announced his final decision to the Queen and the Duke of Edinburgh at Sandringham.

## Kinnock's US visit postponed

By Philip Webster, Chief Political Correspondent

Mr Neil Kinnock's second trip to the United States to explain his non-nuclear defence policy has been postponed because President Reagan is unable to find time to see him.

The Labour leader had been hoping to see the President next month, along with other senior Administration officials including Mr George Shultz, the Secretary of State, Mr Caspar Weinberger, Secretary of Defence, and Vice-President George Bush.

But he has been told that the President's busy schedule, including the heavy pressure of the Iran hearings, makes it impossible for him to find a slot in his working timetable in February.

The delay is an obvious setback to Mr Kinnock, but his staff were stressing last night that the trip would still go ahead when Mr Reagan was available.

It was emphasized that there was no question of the President or his leading officials refusing to meet Mr Kinnock.

The Labour leader clearly wants to see Mr Reagan before the general election. His first trip last month to Atlanta, Boston, New York and Washington was not hailed as a great success by the British media, but Mr Kinnock has challenged the impression Reagan back, page 6

## Falling costs

Industry's raw material and fuel costs fell 8.1 per cent last year compared with 1985, figures released yesterday show — and costs rose less than usual last month. Page 17

## Fed favourite

Mr Beryl Sprinkel, chairman of the US Council of Economic Advisers, has emerged as front-runner to replace Mr Paul Volcker as Federal Reserve Board chairman. Page 17

## Record fee

Wigan have signed Andy Gregory from Warrington for £130,000, a record Rugby League transfer fee. Page 36

## England trail

Australia, with eight second innings wickets standing, led England by 142 runs as the fifth Test match went into the last day in Sydney. Page 36

## Mini-power

car engine as small as your fingernail is featured in Computer Horizons. Pages 22-24

## Portfolio Gold

The £8,000 prize in yesterday's Times Portfolio Gold competition — double the usual amount as there was no winner on Saturday — was shared by two readers. Details, page 3.

• Portfolio list, page 21; how to play, information service, page 16.

Home News	2-5	Law Report	31
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Births, deaths	15	Parliament	45
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Costs	14	Theatre, etc	8
Crosswords	10-16	TV & Radio	35
Diary	22	Weather	16
Events	12	Universities	16
Features	10-12	Wills	14

## Strike protest in Paris

Despite the crumbling of the strikes which have been crippling France, and the allaying of the economic crisis caused by the run on the French franc, right-wing parties yesterday rallied thousands of Parisians in protest against the stoppages.

The EMS agreement to solve the run on the French franc, reached early yesterday after 10 hours of talks, revealed the mark and the Dutch guilder upwards by 3 per cent and the Belgian and Luxembourg francs upwards by 2 per cent.



Mrs Shirley Williams, home affairs spokesman.

## Waite arrives in Beirut and drops out of sight

From Juan Carlos Garmezio, Beirut

Mr Terry Waite, was his usual self — warm, confident and very cryptic — before he dropped out of sight yesterday evening, only a few hours after his arrival in Beirut in a new bid to win the release of all hostages held in Lebanon.

It was not clear whether he had left the Riviera Hotel on west Beirut's seafloor or had chosen the seclusion of his second-floor room to await calls in the hope they could lead to face-to-face encounters with the abductors of French and American hostages.

The same militiamen of the Progressive Socialist Party who fetched Mr Waite from the airport and drove him through a massive traffic jam to the safety of the Druze-controlled neighbourhood of Ein el-Mreissah, were making sure no one had a clue about his moves.

Mr Waite himself was more cautious than usual in his public remarks, which were mainly devoted to emphasizing his faith in humanitarian missions, his hopes for peace in Lebanon and, repeatedly, the independent nature of his effort.

• **Relatives hopeful:** Friends and relatives of a British and an Irish hostage held in Lebanon were hopeful yesterday that Mr Waite's surprise visit to Beirut might uncover new information about their fate (Nicholas Beeston writes).

Muslim kidnappers in Lebanon are holding 18 Westerners, including Mr John McCarthy, aged 30, from Essex, the acting Beirut bureau chief of Worldwide Television News, and Mr Brian Keenan, aged 36, from Belfast.

A third hostage, Mr Alec Collett, aged 64, a British journalist for the United Nations, is believed by his family in London to be dead.

Mr McCarthy's fiancée, Miss Jill Morrell, who returned from a visit to the Middle East last month, said she hoped that the Archbishop of Canterbury's special envoy would use his contacts to establish a link.

Although the Foreign Office said it has not received any information about Mr McCarthy in the last few weeks, Mr Waite said his sources in Beirut had informed him that the Briton was alive.

In the case of Mr Keenan, a Protestant from Belfast who travels on an Irish passport, officials in Dublin said the only clue to his fate came last year when a released French hostage said he was shipped a note by a hostage which read: "I am Irish, tell my family I am all right."

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## NEWS SUMMARY

## Bugged reporters win pay-outs

The Irish government was ordered to pay £250,000 yesterday to three journalists whose telephones were bugged by the administration of Mr Charles Haughey, now opposition leader.

Mr Justice Liam Hamilton, President of the High Court in Dublin, said the bugging of Miss Geraldine Kennedy, Mr Bruce Arnold and his wife, Mavis, in 1982 was "carried out deliberately, consciously and without justification. The action of the executive was an attack on their dignity and freedom as individuals and journalists and cannot be tolerated in a democratic society."

He awarded Miss Kennedy, now political correspondent with the *Sunday Press*, £250,000, Mr Arnold, also a political correspondent, £20,000 and Mrs Arnold, a freelance journalist, £10,000. The bugging was disclosed when the administration of Dr Garret FitzGerald came to power at the end of 1982.

The three journalists claimed that their constitutional rights had been interfered with.

## Telford job boost

Up to 1,000 jobs are expected to be created in plans for a manufacturing plant at Telford New Town, Shropshire, to be announced today by NEC, the Japanese electronics concern.

The announcement will be a big boost for the town, where unemployment of 19.2 per cent is the highest in the West Midlands.

Telford beat fierce competition from other European cities to attract NEC, which will make televisions and video cassette recorders at a factory on a 40-acre site.

## People 'eaten up'

The last "no frills" People Express flight between Gatwick and Newark, New Jersey, will be on January 31. After that the airline merge with Continental Airlines to form the third largest US carrier.

The low-cost airline began in May 1983 with a \$99 single fare across the Atlantic. It prided itself on passengers being given none of the usual in-flight services, instead being able to buy cold meals on board.

Continental will take over its daily services, serving hot meals. There will be no immediate fare increase.

## Police to lobby MPs

Police Federation officials are to lobby Parliament this week in support of a better pension deal for 5,000 police widows.

An agreement reached by the Police Negotiating Board last autumn would have provided an extra £1.41 per week for widows whose husbands retired as serving officers before 1956 when the first of new police pension arrangements came into effect, but this was vetoed by the Home Secretary, Mr Douglas Hurd, on the principle that public service awards should not be improved retrospectively.

According to the federation, many of the widows receive only £14.

## Lights off for Ford

Striking television electricians yesterday forced the delay of Anna Ford's new programme on BBC-1.

It was the first programme stopped since the walkout by 500 members of the EETPU nine days ago. Network was to have been shown a week from Friday at 10.20pm, with viewers questioning BBC management and performers about their recent programmes.

The programme will not be seen until February at the earliest, the BBC said.



## Fat chance for police

Avon and Somerset police yesterday appealed for 20 overweight people to help them with their inquiries. They put out a special alert for 20 obese volunteers who, they hoped, might tip the scales of justice against two abnormally fat felons.

The police said that the descriptions of the people they needed for two identity parades were so unusual that they had no chance of finding suitable figures among passers-by in the street.

They had been hunting for 10 fair-haired women, aged about 53, who were to weigh in at twelve-and-a-half stones without being more than 5ft 2in tall. They also wanted 10 six-foot men, weighing 19 stones, with light brown hair.

## Maxwell's new daily postponed

By Jonathan Miller  
Media Correspondent

The launch of Mr Robert Maxwell's new *Daily Mirror* was yesterday delayed for a fortnight.

Mr Maxwell said negotiations with the NGA printing union had taken "longer than was necessary" and had been completed only yesterday.

The agreement allows for direct input of most news material by journalists using computer terminals, eliminating traditional typesetters.

Union members who would otherwise have been made redundant through the introduction of new technology at other Maxwell titles will be given 48 jobs on the new paper. They will handle the paste-up of pages and typesetting of contributed material.

To allow training of NGA members, the start of the paper has been delayed from February 10 to February 24.

The agreement provides for the introduction of similar technology before the end of the year on the *Daily Mirror*, *Sunday Mirror* and *The People*. Computer typesetting equipment valued at £5 million is being installed in London and Manchester.

More than two million copies of a 48-page dummy issue of the new paper are to be distributed to Londoners early next month.

Agreements to print the paper have been reached with *The Daily Telegraph* and four other contract printers.

A spokesman for Mirror Group Newspapers last night said there were "bound to be some redundancies" among approximately 300 NGA members currently at the group's headquarters at Holborn Circus.

## Firm rents planes for Stolport

By Harvey Elliott  
Air Correspondent

London's new "pinstripe airline" is to rent up to five Canadian-built de Havilland Dash 7 aircraft to fly businessmen to eight centres in Britain and Europe.

Eurocity Express, part of the highly successful British Midland group, has signed a contract to lease the aircraft which will carry 50 passengers from London's new City airport in docklands to city centres through the Continent.

And it is pressing ahead with plans to introduce the four-engined BAe 146 jet on some of the longer routes as soon as it can persuade the Government to give approval.

Mr Michael Bishop, chairman of the British Midland Group, said the airline had made formal representation to a public inquiry into a proposed new bridge to be built across the Thames near the airport. Under existing plans it would be too high to enable aircraft other than the Dash 7, which has an extremely short take off and landing capability, to use the airport. Now BMA wants the bridge design altered to enable the BAe 146, known as the quietest jet aircraft in the world, to use the airport.

Only three airlines remain in serious contention to be allowed to operate from the Stolport (short take off and landing port).

Of these, both Eurocity and Brynmor will use the Dash 7 aircraft and both will be fighting hard to convince the Civil Aviation Authority, at a hearing scheduled for March, that they should be given the prime routes.

## Labour in call to end convoy secrecy

By Richard Evans and Michael Evans

The Government faced renewed pressure last night to end the secrecy surrounding the weekend crash involving a nuclear weapons transporter.

Mr Martin O'Neill, a Labour defence spokesman, tabled a series of parliamentary questions after the Government refused to make a Commons statement about the incident, which occurred in Wiltshire.

Mr O'Neill said: "I have been forced to table a series of questions to establish what materials were being carried, the points of departure and destination, the actual location of the incident, the condition of the road and the involvement of the police."

"Public fears have been expressed concerning the role of armed troops. On whose authority were they operating, given the Government's claim that the police were in charge from the outset?"

If a similar incident had taken place in the Soviet Union, the British Government would have rightly condemned the authorities if they refused to publicize the circumstances surrounding the crash.

"This took place only a short distance from Salisbury. If the worst scenario had been realized, it is quite likely that that city might have been evacuated, since plutonium dust can carry up to 10 miles from the point of the incident."

Meanwhile the Ministry of Defence continued to maintain a veil of secrecy over the warhead convoy.

Officials refused to confirm that the vehicles had been specially converted to carry nuclear bombs. However, it is known that the Ministry of Defence purchased a large number of the Mammoth Major vehicles from AEC, a subsidiary company of Leyland, based in Southall, west London, in the 1970s.

AEC, which was closed by Leyland in 1981, used to convert the basic Leyland chassis and cab of the Mammoth Majors into a specialized vehicle for use as tankers or carriers.

The Mammoth Major, a 24-ton vehicle, is between 26ft and 30ft long and just over 8ft wide.

The vehicle, which was believed to be carrying Royal Navy nuclear depth charges, has a telescoping roof, with the rear section sliding over the front to allow the bombs to be lowered by crane into receiving cradles.

The Ministry of Defence said that the Mammoth Majors were used widely as aircraft fuel tankers but added: "We can't say for what purpose these particular vehicles were converted, so we have to be evasive."

The proposed action, which has been described by NUT general secretary, Mr Fred Jarvis, as "counter-productive", is expected to lead to closure of many of inner London's 147 secondary schools today when about 13,000 of ILEA's 20,000 teachers stay at home.

The strike is designed to attract publicity to what the inner London teachers see as the disastrous effects of the Government's Bill on pay and conditions.

The Bill, already passed by the Commons, is now in the House of Lords. If it is approved at the end of the month, it will most likely reach the statute book by the end of February, giving the Government the power to impose its own settlement on more than 400,000 teachers.

Parliament, page 4

## New call for change over appointment of judges

By Frances Gibb, Legal Affairs Correspondent

Pressure for an overhaul of the way judges are appointed mounted yesterday after a survey showed the overwhelming majority are from a highly privileged section of society, are male and have been appointed under the Thatcher government.

The survey of 465 judges, by the trade union backed Labour Research Department, showed one in three is past the state retirement age and that only 17 are women.

Yesterday the Equal Opportunities Commission said: "These figures would seem to indicate that it is much more difficult for women to get themselves appointed as judges."

"But since the whole appointments system is so secretive, there is no way of knowing whether there is discrimination or not."

The legal appointments system was effectively beyond reach of certain provisions of the Sex Discrimination Act, 1974, which enabled employers to be questioned on how they chose a successful candidate.

"But with judges there is no interview and not even a job advertisement," the commission said.

The survey showed of the 10 law lords, who earn £71,400, nine went to public school and eight to Oxbridge. The average age was 66.7. Except for Lord Keith of Kinkel, all were appointed by the present Government.

All appointments to the House of Lords and the Court of Appeal are made on the advice of the Prime Minister after consultation with the Lord Chancellor.

High Court judges and circuit judges are appointed by the Queen on the recommendation of the Lord Chancellor - itself a political appointment.

The survey also showed all members of the Court of Appeal, except for Sir Frederick Lawton who has just retired, have been appointed since 1979.

A total of 45 out of 68 High Court judges surveyed were appointed by this administration.

Of 363 circuit judges surveyed, 238 were appointed under Conservative administrations compared with 108 under Labour.

There are no women judges in the Court of Appeal or House of Lords and only three women in the High Court. Only 14 of the total of 388 circuit judges are women.

The Lord Chancellor's Department said yesterday that it could not comment on the survey, but it does dispute the Labour research survey figures on retirement age.

It says the overall average age of judges is 60.9. The circuit bench average is 60 and eight months, High Court bench, 60 and nine months, Court of Appeal, nearly 65.

It also confirmed that last year 50 circuit judges were appointed, more than in any year since 1972.

That was in line with the Lord Chancellor's undertaking to ease the crown court backlog. The total of circuit judges is therefore 391, the highest yet.

In a statement announcing that figure just before Christmas, the department said the small number of women was not discrimination but rather a "reflection on the size of the pool available from which they are appointed."

The Lord Chancellor's stated policy is to appoint the best candidate for the job regardless of "party, sex, religion or ethnic origin. Professional ability, experience, standing and integrity alone are the criteria."

Mr Margaret Thatcher, in a personal letter to Sir William, said she was glad that the arts would continue to reap the benefit of his wise guidance.

However the extension appears to have been a compromise. The Government approached two other people about taking the unpaid post for the customary five years, one of whom declined a formal offer.

Sir William, a former editor of *The Times*, said yesterday: "I did take a bit of persuading that it was a sensible idea. I'm a great believer in bringing in new men with fresh ideas. However, it does mean that

over the next couple of years I will be able to tackle challenges I am familiar with."

The post, remunerated only by expenses, the use of a car on council business, and occasional open and theatre tickets, has become less attractive due to mounting dissatisfaction in the arts world with the level of Government funding.

Sir William said: "It is a very difficult job at a difficult time. One of his priorities would be to encourage people to have realistic expectations, and to provide the best possible value for the funds available."

The others were to pursue the council's policy of regional development, which he was instrumental in drawing up, and to support the highest standards of excellence by the major companies.

Mr Luke Rittner, secretary general of the council, alluded discreetly to the funding controversy in a statement welcoming the re-appointment. "Sir William has chaired the council with distinction through a period of great challenge and change."

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The others were to pursue the council's policy of regional development, which he was instrumental in drawing up, and to support the highest standards of excellence by the major companies.

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## NT names successor to 'The Godfather'

By Gavin Bell  
Arts Correspondent

The National Theatre has appointed Mr Richard Eyre as its next artistic director - and hence, by definition, the leading spokesman for subsidised theatre in Britain.

Mr Eyre, an assistant director at the National since 1981, will succeed Sir Peter Hall when his contract expires in September next year.

He was Sir Peter's personal recommendation for the post, and the board said his selection, yesterday, was unanimous.

Mr Eyre will share overall management of the complex on London's South Bank with Mr David Ankin, who was appointed to the new post of executive director last September.

He said it had been his express wish that dual control be continued, to allow him to concentrate on artistic policy without being consumed by administrative worries.

Mr Eyre made it clear he shared the views of Sir Peter, who has been a vociferous critic of government support of the arts. He said he was following in the footsteps of "The Godfather" - in the most benign sense - of subsidised theatre in Britain.

"I think anyone who is director of the National Theatre, by virtue of the name, is in some sense a spokesman for the whole of the subsidised theatre and I would certainly endorse his (Sir Peter's) stated opinions on the subject."

However the most daunting aspect of his new role would be to maintain the high quality of productions, and he would prefer to hear "more talk about art and less about money," Mr Eyre said.

He felt it was too early to discuss his artistic policy. However he described his choice of plays over the past 20 years as fairly catholic, ranging from the austere classical to what could be described as the daintily populist.

"Putting on a play is like a love affair, and the play I'm doing at the time is always the passion of my life," he said.

Mr Eyre, aged 43, previously spent two years as a producer/director of Play for Today at the BBC, and directed the widely acclaimed film *The Pigeonman's Leap*.

His productions at the National have included the musical *Gypsy* and *Dolls*, which won him three awards for best director of the year in 1983.

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# Animal front attackers used firebombs and acid on stores, says QC

By Ian Smith, Northern Correspondent

Animal Liberation Front extremists waged war on department stores and shops with firebombs, crossbows and acid, Sheffield Crown Court was told yesterday.

The extremists began by smashing doors and windows with hammers then progressed to spraying windows with acid-based etching fluid and used crossbow bolts to shatter shop glass fronts. Finally they resorted to firebombs made out of batteries, car bulbs and fire lighters packed together in cigarette packets.

Mr David Bentley, QC, for the prosecution, said stores were attacked in Sheffield, Liverpool, Birmingham and Scotland and hundreds of thousands of pounds of damage was caused.

It was only after an intensive police investigation that the leaders of the ALF, who it is alleged were behind the attacks, were arrested, he said.

Ronald Lee, Vivienne Smith, Roger Yates, Brendon McNally, Kevin Baldwin and Jennifer McNally, deny charges of conspiracy to commit arson, cause criminal damage and incite criminal damage.

The defendants asked each of the jury members whether he or she had any financial interest in the stores allegedly attacked, or were related or close friends with anyone who worked at one of the damaged properties.

Mr Bentley said the ALF was dedicated to what he described as economic sabo-

tage. "What that means in plain language is that if you are a butcher with butchers' shops the ALF will smash your windows, pour etching fluid on them and dash them with slogans because they say you are an abuser and exploiter of animals."

"If you are a department store selling furs they will damage your store and try to set it on fire. If you are a research worker involved with animal experimentation you will be attacked."

"Anyone who abuses or exploits animals in the eyes of the ALF is a legitimate target to have their property burnt or damaged as the ALF sees fit," Mr Bentley said.

He said that the nerve centre of their operations in the past 12 months was a small, unpretentious office on the second floor of a building in Hammersmith Broadway, west London, designed and described on a nameplate outside as the Independent Tax Advisory Service.

From that innocuous office attacks on properties throughout Britain were funded by the ALF. Mr Bentley alleged that their top man was Mr Lee, who after many outrages had spoken to the media to tell them what had occurred.

He said Mrs Smith was his enthusiastic and able lieutenant and among regional organisers were Mr McNally, who controlled the South Yorkshire area, and Mr Baldwin, who ran what allegedly

amounted to a bomb factory at his home in Idsworth Road, Firth Park, Sheffield.

Components similar to those used in detected ALF firebombs had been removed from Mr Baldwin's home, Mr Bentley said. When the six were arrested they were allegedly trying to manufacture a more sophisticated device.

The attacks began in February 1985 when a research department door at Sheffield University was smashed. This was rapidly followed by attacks on butchers' shops.

A spate of acid attacks continued on Rackhams and Coles stores in Sheffield, with warnings sent to management that they would stop if fur sales ended. The acid attacks proved so successful that the use was adopted by ALF groups in other parts of Britain, Mr Bentley said.

In December 1985 the most serious attack occurred when Rackhams was firebombed. The fire was started by an incendiary device in an empty cigarette packet.

Soon after, two similar devices were discovered at Selfridges in Oxford Street, London, before they went off. But a store in Croydon was not so lucky, and damage of £75,000 was sustained.

Three other ALF members, who earlier admitted conspiring to commit arson and stealing a beagle hound which belonged to the Ecclesfield Hunt, Sheffield, will be sentenced later.

The trial continues today.



Mr Kenneth Baker showing the ropes to David Hill, whose ambition is to be Education Minister (Photograph: Tim Bishop).

## Pupil swings in Baker's hot seat

By John Clare, Education Correspondent

"Go and sit in my chair," Mr Kenneth Baker, Secretary of State for Education and Science, said. "It's the big one that swings round."

David Hill, aged seven, looked pleased. He had first met Mr Baker in November when the minister visited his school, Crown Wood, in Bracknell, Berkshire.

Afterwards, he had written to Mr Baker: "Thank you for coming to my school. One day may I come to visit you? I would like to be Minister of Education when I grow up."

Yesterday, the first half of David's wish came true. Mr Baker invited him and six of his classmates to tea in his office.

As David settled back in the chair he asked: "What do you do here all day?" Mr Baker played for time. "Oh, people come in and we talk about things."

"What things?" "Well, today we talked about training people for the catering industry," David

looked polite. "We also talked about what people ought to be taught in schools and how schools ought to be changed."

David looked more interested. He said he wanted to be Minister of Education because "you can tell teachers what to do". It was Mr Baker's turn to look polite.

Definitely changing the subject, he handed David his telephone, a brand new remote model with an aerial, and explained that it worked by radio signals. The cameras flashed; David looked dazed.

Later Mr Baker proposed a walk across Westminster Bridge to Parliament. On the way they threw snowballs at each other. David was concerned about the minister's glasses and about the snow on his overcoat.

As they stared up at Big Ben, Mr Baker asked: "What do you think happens in the House of Commons?" "Let of people shouting," David replied succinctly.

## Banknote artist goes for trial

An American artist who specializes in drawing paper money elected for jury trial when he appeared at Horseferry Road Magistrates' Court, central London, yesterday, accused of "reproducing" English banknotes.

James Stephen George Boggs, aged 31, of Hampstead, north-west London, was remanded on bail until April 8. After the hearing he held an impromptu exhibition of his work.

Earlier, he told the magistrate, Mr Eric Crowther, that he elected for crown court trial, "in view of the threat to the freedom of artistic expression".

Mr Boggs faces four summonses under the 1981 Forgery and Counterfeiting Act of reproducing a £10 note, a £5 note and two £1 notes, without the written consent of the Bank of England.

The case is a private prosecution by the Bank of England.

## Puppets in lessons on protection

The BBC puppets, Cosmo and Dibs, are to be used to teach primary school children how to cope with abuse.

The puppets will appear in three sketches to be shown in the school television series, *You and Me*.

Nicci Crowther, the producer, said yesterday: "We teach children road safety from a very early age and so we should try to teach them other forms of self-protection."

*Harry's Cousin*, to be shown on BBC2 at 2pm on January 20, shows how the puppets cope when a "friend of a friend" tries to buy them ice cream and then touches them in ways they dislike.

In *Observations* on BBC2 at 2pm on February 16, the puppets try to describe the appearance of a stranger. *Secrets*, on BBC2 at 2pm on February 17, shows Cosmo and Dibs learning that some secrets are dangerous and should not be kept.

## Portfolio - Gold - Winner is heading for the sun

A chartered engineer from the Thames Valley was one of two winners of the £8,000 Portfolio Gold prize yesterday.

Mr Peter Armstrong, aged 59, and his wife, Denise, will take a Mediterranean holiday with his share of the prize.

"I've got a daughter, but I don't have to worry about her or her husband because they both work for the Bank of England. So I'm thinking of going on a Mediterranean holiday with my wife later this year. I'm delighted," he said.

The normal daily purse of £4,000 was doubled after no winner was declared in last Saturday's game.

Mr Armstrong, of Ravensfield Road, Slough, Berkshire, will share the big prize with Mr Robert Norman, of Beresford Way, Blackburn, Lancashire.

Mr Armstrong has been playing Portfolio since the competition began, although he admits to having lapsed before starting to play again last year.

He has been reading *The Times* for about four years. "I used to read *The Daily Telegraph* but I got bored with it so I switched to *The Times*. I think it's a much better paper," he said.

Portfolio Gold cards can be obtained by sending a stamped, addressed envelope to:

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The Times  
PO Box 40  
Blackburn  
BB1 6AJ.



Mr Armstrong: taking a Mediterranean holiday.

## Death crash came after AA warning

A motorway crash involving a coach in which 13 people died and 42 were injured happened only an hour after police were warned of inadequate roadworks, signs, an inquest was told yesterday.

Mr Brian Askew, an AA patrolman, told the hearing at Preston, Lancashire, that after going through the roadworks on the southbound carriageway of the M6 near the town, he asked his control room to tell police he feared an accident.

Mr Askew, of Crag Bank Road, Carnforth, Lancashire, told Mr Howard McCann, the coroner, that although traffic had to filter into one lane, motorists were given only 300 yards' warning.

The accident happened when an Edinburgh to London coach ploughed into slow-moving and stationary traffic on October 21, 1985.

A police officer who survived the crash told the inquest that new safety measures were needed for coaches.

Insp George Lusty, a passenger on the coach, who has

## Surgeons fight neuro unit siting

By Jill Sherman

The dispute over the future siting of a regional neurosciences unit escalated yesterday when surgeons accused managers of fixing the results.

South East Thames regional management team is lobbying to move the neurosciences unit at Brook General Hospital, Woolwich, to the site of the Maudsley Psychiatric Hospital at Denmark Hill.

Although the Maudsley unit is £340,000 more expensive than centralizing the service at the Brook, the region argues it would provide a higher quality service with teaching and research facilities from neighbouring King's College Hospital and the Maudsley.

The project, estimated to cost £29 million, will include a £1 million bridge between the two hospitals.

"The professional arguments for having a single unit are not in doubt," Dr Malcolm Forsyth, regional director of planning, said. "The professional factors, weigh much greater in favour of the Maudsley than the Brook."

A decision is expected at the regional health authority meeting tomorrow week, but surgeons at the Brook yesterday said the region was trying to fix the results before authority members can discuss the issue.

"The region is determined to sacrifice a high quality service on the bed of academia. If the service is moved into central London head injured patients will die because of the transfer," Mr Glenn Neil-Dwyer, a consultant neurosurgeon at the Brook, said.

It was vital to operate within two hours on head-injured patients suffering an all too common relapse, he said.

The proposals have been opposed by the region's 12 community health councils and Greenwich district health authority.

## Britain is top of EEC credit card spenders

Britain uses credit cards more than any other EEC country, according to figures issued by the European Commission in Brussels yesterday - and by 1992, it should be possible to use them throughout the Community without restriction.

There will be 80 million cards in use in the EEC within a few years, and officials are anxious to ensure that development of electronic cash dispensers and payment terminals in shops is integrated so that cards are valid in all EEC countries.

But progress varies widely. In Britain there are nearly 11 million Visa cards and eight million Eurocards in circulation, with 6,889 automatic money dispensers available and 600 electronic payment terminals in shops. France, with 4.3 million Visa users and 953,000 Eurocards, has 7,100 cash dispensers and 65,000 electronic payment terminals.

Greece, on the other hand, has 3,300 Eurocards, no other forms of plastic money, no electronic payment facilities and just 28 automatic cash dispensers.

In some parts of Spain and Portugal credit card payment is unheard of, and Portugal has no American Express or Diners Club card usage. Visa cards cannot be used in Denmark.

## Brixton shooting trial

## Police policy 'not followed'

By Michael McCarthy

The official Metropolitan Police firearms policy for dealing with a gunman in a house was ruled out by the police officers who raided the home of Mrs Dorothy (Cherry) Groce because the area, Brixton, was too hostile, a police witness said yesterday.

Insp Douglas Lovelock, who shot Mrs Groce leaving her crippled for life and starting the Brixton riots of September 1985, is on trial at the Central Criminal Court charged with unlawfully and maliciously wounding her.

The jury trying Mr Lovelock was told that Scotland Yard officers faced with a gunman in a building were instructed to "contain" him, surround him and wait for him to come out, rather than "confront" him by entering.

The building was not to be entered unless there was an immediate need to "save life" and confrontation was not to be sought merely to make an arrest.

But a "containment" of the house in Normandy Road, Brixton, which police believed held Mrs Groce's son, MI-

chael, wanted on firearms charges, was considered impossible, the court was told.

Sergeant Michael Shield, one of the armed officers on the operation, said the option was considered at the original briefing but was "eliminated".

He said: "It was felt that the area was too sensitive, too hostile to the police, and that an operation with a large number of police officers, particularly with firearms, would be dangerous to other people."

Mr Lovelock, aged 44, a policeman for 22 years who led but was not in charge of the raid on Mrs Groce's house, pleads not guilty to unlawfully and maliciously wounding her. Mrs Groce is now confined to a wheelchair.

The Metropolitan Police chief firearms instructor, Chief Insp John Warner, said an armed officer should enter the building with his finger on the trigger of his revolver.

If it was necessary to kick open the door of a room, "as the door opens the officer should take advantage of the opening to sweep the whole

room with his eyes to cover any area of risk, and his weapon should follow his line of sight."

More than 18 months before the Brixton shooting, in February 1984, Mr Lovelock entered a flat in pursuit of two armed robbers, going from room to room until he found them, the jury was told.

Chief Supt Kenneth Wood, who was the Mr Lovelock's commanding officer at the time, said Mr Lovelock and two other officers had eventually found the robbers, who later received five years in prison, in the last room of the flat to be reached. Mr Lovelock received a Commissioner's commendation for bravery and leadership.

The case for Mr Lovelock was concluded yesterday. After closing speeches by counsel for the defence and the prosecution, the judge, Mr Justice Leonard, is expected to begin his summing up later today. It is expected that the jury will retire to consider their verdict tomorrow morning.

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January 12 1987

## PARLIAMENT

## MPs in plea for rail line

MPs expressed the hope during question time that Government would keep open the picturesque Settle to Carlisle railway line.

Asked when he expected to announce his decision concerning the application for British Rail for the closure of the line, Mr David Mitchell, Minister of State for Transport, said that the report of the Transport Users' Consultative Committee had only just been received and he could not preempt a decision. Mr Gary Weller (Kilgobbin, Co. Wick) said that the TUC came out unanimously in favour of retention of the line and urged the Government to take a decision which did not allow for the provision of funds particularly necessary for repairs. Such funds might possibly be considered out of the Government's tourism budget. Mr Mitchell took note of his points about the availability of funds from alternative sources, including tourism.

Mr James Widdows (Orkney and Shetland, L.) said the minister's answer seemed to indicate that British Rail had not made out a detailed case for closure. There was considerable scope for further marketing of the line to make it even more profitable and should this not be the Government's approach in entertaining any possibility of closure? Mr Mitchell said that it was not part of the TUC's role to consider British Rail's case for closure. British Rail's financial case was being considered by the minister along with the report of the TUC.

Mr Robert Hughes, chief Opposition spokesman on transport, said that a great deal of pleasure had been expressed that the TUC should recommend that the line should remain open. Would the minister take into account the potential economic benefits to BR of keeping the line open? In making his decision about finance could he square up to the fact that the Government must provide British Rail with the money for the repairs needed to keep the line open?

Mr Mitchell: We will consider his points carefully. The economic factors, and particularly the future of Appleby, the largest town to be isolated if the line is closed, have to be taken into account.

**Ministers criticized over Chile**

Criticism of the Government for supporting loans by the Inter-American Development Bank for projects in Chile was dismissed by Mr Christopher Patten, Minister for Overseas Development, during Commons questions.

He said that loans for a hydro-electric project and a global neighbourhood improvement and sites-and-services programme were supported after satisfactory answers to technical questions raised by the Government had been given.

The Government always judged such issues entirely on their technical grounds as it was bound to do by the IADB and World Bank articles of agreement.

Dame Judith Hart (City of London, L.) said Britain was the only country to vote in favour of the loans. Even the United States abstained.

Since this country provided military training for Chileans and ships to Chile, the Government would do better to confess that, apart from paying lip service to EEC condemnation of General Pinochet, it was in fact completely in his support.

Mr Patten said that she was uncharacteristically wrong in saying that Britain was the only country supporting the loans. The ambassador to the UN had made clear the Government's view on the Chilean human rights record.

## Thatcher has not interfered in cases says Havers

Sir Michael Havers, the Attorney General, firmly denied that Mrs Margaret Thatcher had ever ordered or directed him in any decision he had had to make about a criminal prosecution.

He said, during questions about the operation of the Official Secrets Acts and the Wright case, that he will make a full statement about the operation of the Acts immediately after the judgment in the Wright case in Australia.

Sir Michael said that since 1979 there had been 16 prosecutions under section 2 of the Official Secrets Act, 1911, including two not proceeded with. During the same period there had been seven prosecutions under section 3 of the Act, including one not proceeded with, and three under section 7 of the 1920 Act. Five cases under section 2 were at present pending before the courts.

The consent of the Attorney General was required before any prosecution under the Official Secrets Acts could proceed.

That might be given on the basis of a written request by the Director of Public Prosecutions or after a discussion. He had recently met the DPP and had discussed various cases arising out of the Wright case and its wider aspects. Mr Alfred Dubs (Battersea, Lab.) in recent years, it seems that the motive in deciding whether there should be a prosecution has been more to avoid the political embarrassment than any other reason. He asked for a full and frank statement after completion of the Wright case.

Sir Michael Havers: The list published on December 8 shows that there are too many cases of people having, for money, given information which has been subject to the Official Secrets Act - police officers about previous criminal offences - but I intend to make a full statement the moment I am able to.

Mr Nigel Spearling (Newham South, Lab.) Not infrequently, governments faced with publication of unpleasant facts engineer or promote leakage from select committees or draft reports of select committees, or by other means. Bearing in mind that the dual responsibility of law officers is legal and political, their legal actions in matters of prosecution or their lack of action should be wholly, and seen to be wholly, on the legal side of their functions.

Sir Michael Havers: I entirely agree. There is no question of any political basis for any decision I and the Solicitor General have given in any case. Mr Greville Janner (Leicester West, Lab.) Has he discussed with the DPP the working of this archaic and terrible old Act? Has he, for example, considered whether or not it would be a breach of the Act for information to be given to the public concerning the horrific damage from military convoys and crashes of convoys such as that which occurred this weekend?

Sir Michael Havers: I would have thought it would have been absolutely apparent to Mr Janner that there is an important principle that those who promise to keep quiet for the rest of their lives should keep quiet. I cannot find an MP on either side of the House who has received a letter complaining about that.

when public-spirited citizens say fit to tell the public. Without that they would not have known. Sir Michael Havers: The basis on which I operate was given in an oral answer on April 9, 1984, but ministers can in appropriate circumstances, authorize themselves. Mr Jonathan Aitken (Thanet South, C.) The Attorney General of the day is frequently put in an impossible position by this Act. When he makes a statement will he place himself firmly on the side of the Official Secrets Act reformers?

Sir Michael Havers: Inevitably the decisions I and the DPP and the Solicitor General have to take are described as political decisions but we look at it entirely wearing our quasi-judicial hats. We are not influenced in any way by political considerations. As Mr Aitken says, one is sometimes put in an impossible position. However, we use our discretion and best judgement.

Mr Ivor Stanbrook (Orpington, C.) said that there was a proper balance between public interest and enforcement of the law. In the absence of serious suggestions for reform, the present system was working much better than one might have expected. Sir Michael Havers: I am always advised by the DPP and in many cases, also by counsel. Labour MPs: Sir Michael Havers: Certainly not.

Mr Dennis Skinner (Bolsover, Lab.) Mrs Thatcher's disclosure. Sir Michael Havers: There is no question ever, in any single case under the Official Secrets Act or in any case involving criminal prosecution, in which I have been ordered or directed in any way by the Prime Minister. Mr Nicholas Brown, an Opposition spokesman on legal affairs, is his judgement on the Australian trial and the Official Secrets Act combined have not even preserved the Government's dignity.

Will he confirm that if Wright were to publish in Ireland following the Miller case, the chances of preventing publication are small, and in the light of that the public is entitled to a statement on the future of the Act. Once Justice Powell has announced his decision will he make a full statement on the Wright case? Sir Michael Havers: I would have thought it would have been absolutely apparent to Mr Brown that there is an important principle that those who promise to keep quiet for the rest of their lives should keep quiet. I cannot find an MP on either side of the House who has received a letter complaining about that.

Mr Harry Greenwood (Ealing North, C.) asked for the cost to date to public funds of the case being brought against publication of Mr Wright's book. Sir Michael Havers said the total cost to public funds to date including legal fees, fares and subsistence for civil servants was estimated to be in the order of £170,000.

Mr Greenwood said that spending money on proceedings against Mr Wright was a necessary action to deter ill motivated ex-MI5 employees from damaging the security of the nation. In future, other ex-MI5 employees who broke the Official Secrets Acts should have all pension and emoluments ended forthwith.

Sir Michael Havers agreed with the first part of what Mr Greenwood said. The latter part, he said, was not a matter for him. Mr Edward Taylor (Southend East, C.) asked if the action was taken because Mr Wright had broken the rules of confidentiality or because the matter to be published was considered damaging to national security.



Rear-Admiral Christopher Layman welcoming Mr George Younger, Secretary of State for Defence, on his first visit to the Falkland Islands since taking office last January.

## Urbanity and wit praised

The wit, urbanity, style and statesmanship of the Earl of Stockton, the former Prime Minister, who died on December 29, were recalled in tributes paid to him at the start of proceedings in the House of Lords where he first sat two years ago.

Viccountess Whitelaw, Lord President of the Council and Leader of the House, said that all would remember vividly Lord Stockton's contribution to public life as a member of the House of Commons, as a minister and finally as Prime Minister.

Many, particularly Lord Wilton of Rievaulx, himself a former Prime Minister, would give reason to remember the Earl as a formidable opponent. Members would also appreciate that Lord Stockton, when Prime Minister, had been responsible for the introduction of the Life Peerages Act, which had had a momentous influence on the House of Lords.

"All of us from our special position, will have felt the impact of his remarkable personality. You will particularly cherish memories of his contribution here after his most welcome decision to accept an earldom. His maiden speech was one of the most remarkable occasions of recent, and perhaps not so recent, history."

"Personal I shall treasure memories of his determination to play his part in this House, even to the extent of staying to the end of a debate in which he had spoken."

Lord Cledwyn of Penrhos, Leader of the Opposition peers, said Lord Stockton would be most remembered as Harold Macmillan, a great peacetime Prime Minister and an outstanding parliamentarian. He had been an enigmatic statesman as was shown by his oft comparison to Lloyd George and Stanley Baldwin. He had been intelligent, witty, urbane and unfailingly courteous.

He had been an independent backbencher who believed in the middle way. Yet as Prime Minister he had presided over great events with skill and discernment. The only regret was that it had taken him so long to enter the House of Lords because his late of our friends and comrades. We certainly felt an obligation to make some decent use of the life spared to us. The words "some decent use" were a characteristic understatement.

The deprivation he had seen in Stockton, where he first became an MP, made its mark on him and left him determined to raise the standard of life for all the people of this country. His firm belief that economic freedom was a necessary condition for political freedom was one he continued to stress throughout his political career.

## Commons pays tribute to Harold Macmillan

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His achievements as housing minister were followed later by his work as Chancellor of the Exchequer, and he understood the aspirations of people for a better way of life. His material success was in Harold Macmillan's view, nothing to be ashamed of, and with his characteristic flair for a popular idea, he was responsible for the victory in 1951 had made him a popular and widely acclaimed political personality. "He combined a great organising ability with a zest for political communication. His success was a major contribution to the post-war improvement in living standards."

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Under his leadership, withdrawal from empire continued in an orderly and peaceful way as possible. "It was in character that such a radical policy was executed with such shrewd caution. There is no more telling phrase than 'the wind of change' pronounced during his African tour in 1960."

Harold Macmillan would be remembered also by his work for European co-operation, particularly for paving the way for British membership of the European Economic Community. The Second World War had persuaded him that a new political order was needed in Europe to heal the divisions which had caused the conflicts of 1914 and 1939.

"He saw most clearly that the emergence of Russia and America as global powers required a more unified European voice if her counsel were not to be lost."

"Harold Macmillan loved this House and I believe the House returned his affection. I need vividly his dominance in the early years of the 1950s Parliament before illness compelled him to relinquish office in 1963. Mr Neil Kinnock, Leader of the Opposition, said on this occasion of tributes to Harold Macmillan, he also wanted to express the deep sorrow felt at the deaths of Mr David Penhaligon and Mr Guy Barnett. The deaths of these men diminished them all and they mourned with their families and loved ones."

Lord Stockton had been a soldier of great valour, a scholar and a businessman. His abilities were recalled by many with admiration and affection though, inevitably, by a few with unwelcome carping. The House of Commons should assess the whole life of a man of great distinction and that assessment must conclude that Harold Macmillan's remarkable place in history was secured.

He was steadfast for causes but, for all his commitment, he was a romantic. Nor was he a saintly or sainted man. His droll humour and Edwardian affection were turned into witty weapons of politics. He stood in the line of empires and enemies of friends.

His capacity for hard ambition and even ruthlessness prevented any form of canonisation and, as the Earl of Stockton himself might have said, just as well too.

In the spirit of kindly candour, death and distance could not lead sufficient enlightenment to remove the view that the period over which he presided in the 1950s was a time of missed opportunities. He was not solely or pre-eminently responsible for that, but the man who had attacked the status quo in the 1930s became its employer for a time in the 1950s, before returning to be its antagonist again in the 1960s.

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## Minister refuses to go on tour

A Labour MP's offer to take Mr John Moore, Secretary of State for Transport, on a guided walking tour of Merseyside to see the effects of bus deregulation was declined during Commons questions.

Mr Robert Wareing (Liverpool, West Derby, Lab.) said that they would have to walk because of the irregularity of the buses.

A Merseyside Passenger Transport Executive report last week, he said, had stated that passengers had turned to other forms of transport. What had been a reasonable service was totally inefficient, totally incompetent.

Mr David Mitchell, Minister of State for Transport, said that reliability of local bus services was not going to be done with the Government or with the legislation. It was entirely a matter of responsibility for those on the ground. Local operators had not been helped by strikers.

**Private cash for London light railway**

The London Docklands Development Corporation believed that the Beckton extension of the Docklands Light Railway in east London did not have to be funded from the public purse. Mr David Mitchell, Minister of State for Transport, said during Commons questions.

The LDDC believed, and research supported, that large increases in land value in the dockland area would enable the completion of the railway could be financed to pay for it, he said when responding to calls from Labour MPs for public funding. Mr Mitchell added that he would be visiting the area on Wednesday.

**Tube journeys a record**

A record 1,900 million passenger journeys were made on the London Underground last year, Mr David Mitchell, Minister of State for Transport, said during Commons questions.

He added that investment by London Regional Transport was at a record level this year and was planned to be even greater next year.

**Allason clear**

Sir Michael Havers, the Attorney General, has decided he will not prosecute Mr Rupert Allason under section 7 of the Official Secrets Act. Sir Michael Havers said that he had decided to drop the case after a full and frank statement after completion of the Wright case.

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## Teachers' Bill row in Lords

By Sheila Gann, Political Staff

Peers warned the Government last night that they are not prepared to rubber stamp the teachers' pay Bill.

Resistance is growing in the House of Lords to the amount of power that Bill will give to Mr Kenneth Baker, Secretary of State for Education, and the lack of negotiating rights for teachers and local education authorities.

Peers on the independent and bishops' benches united with Labour and Alliance members during the second reading debate last night to call for some sort of an independent review body to negotiate teachers' pay and conditions rather than the advisory body set up by the Bill, which would be under the direct control of Mr Baker.

## Human rights convention

By Nicholas Wood, Political Reporter

Two people in three want the European Convention on Human Rights incorporated into British law, according to an opinion poll published yesterday. A total of 71 per cent say such a change would increase their confidence in the country's democratic system.

The findings of the Gallup survey were described as highly satisfactory and rather surprising by Sir Edward Gardner, QC, the Conservative MP for Fylde and chairman of the all-party Commons Select Committee on Home Affairs, who has introduced a Bill to give complainants the immediate remedy of British courts rather than undergo the delay and expense of appealing to the European Court of Human Rights in Strasbourg.

The Bill has all-party support but is likely to be opposed by the Government because senior ministers fear it could lead to a clash between the judiciary and Parliament.

## Poll majority wants change

By Nicholas Wood, Political Reporter

The articles of the convention cover basic rights such as freedom of expression, personal liberty, a fair trial. The Cabinet is said to be divided over the issue, with Lord Hailsham of St Marylebone, the Lord Chancellor, and Sir Michael Havers, the Attorney General, ranged against other senior ministers in favour of the status quo.

The Gallup survey, based on a sample of 878 people, was carried out in the week before Christmas for the all-party Rights Campaign. Of those surveyed, 75 per cent said they had heard of the Strasbourg court and there was a 2:1 majority in favour of incorporating the convention into British law.

Mr Richard Holme, chairman of the campaign, repeating the appeal for a free vote, said "This poll confirms that Sir Edward's Bill is not only well understood but well supported across the board. MPs should take account of the public wish to see protection of individual rights freely available in the British courts."

## MPs 'must settle Powell deadlock'

By Martin Fletcher, Political Reporter

A Commons select committee called on MPs yesterday to settle the deadlock caused by the persistent refusal of Mr Enoch Powell to declare his outside interests.

The Committee on Members' Interests issued a report insisting that the House should either uphold the "integrity" of the Register of Members' Interests by ordering the Ulster Unionist MP to complete it, or take the necessary action to meet his constitutional obligations. If the Government allows the report to be debated, and if MPs opt for the first course, the likelihood is that Mr Powell would refuse to comply and would render himself liable to suspension or expulsion from the Commons.

In the last resort, he could ask the electorate of his South Down constituency to re-elect him and thus force the Commons to back down.

## Alliance chooses its spokesmen

By Martin Fletcher, Political Reporter

The original members the "gang of four", who, with Dr David Owen, founded the Social Democratic Party, are all given important posts in the Alliance's election team announced yesterday.

Mrs Shirley Williams, without a parliamentary seat since her defeat at the last election, is to be the Alliance's home affairs spokesman; Mr William Rodgers, who is also outside the Commons, energy spokesman; and Mr Roy Jenkins, the former Labour Chancellor of the Exchequer and MP for Glasgow Hillhead, Treasury spokesman. Mr Alan Beith, the Liberal deputy leader, is to be foreign affairs spokesman. The full list is as follows:

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# Aids hotline opened to fight fears of infection

By Craig Seton

An Aids telephone hotline was in use within minutes of opening in Birmingham yesterday when a woman caller asked if sharing a toothbrush put her at risk of catching the disease.

The confidential telephone advice service, known as Lifeline, has been established by the Birmingham City Council and district health authorities to allay fears about how Aids is spread. Sixty volunteer counsellors will man six telephone lines between 1pm and 10pm every day at an office in the city.

Birmingham council has put £10,000 into the venture, which is intended to clear up confusion about the disease rather than act as a specialized counselling service for those considered most at risk.

The telephone call from the woman with the toothbrush was answered by Dr Jennie Carpenter, district medical officer for east Birmingham, and one of the volunteer counsellors, who told the anonymous caller that there were no known cases of the disease being passed on by shared toothbrush. But she said sensible hygiene suggested that sharing was not to be recommended.

Another caller asked if she should continue to have social contact with homosexual friends. Dr Carpenter said: "I told her that she could not get the disease by social contact alone."

There have been 13 cases of Aids and nine deaths in the West Midlands, and a further 252 people have been identified as carrying the virus.

Dr Rod Griffiths, co-ordinator of the scheme, said: "For people who want a confidential service, there will be doctors, nurses, psycholo-

gists, health education officers, health visitors and other trained personnel at the end of the line."

Mr Hugh McCallion, chairman of the city council's environmental health committee, said: "There is a lot of confusion about what Aids is and how it is spread. The aim of our Lifeline is to give people the facts and simple advice. There will be no preaching."

The telephone number of the Lifeline is 021-235-3535.

● The first of the Government's leaflets warning of the dangers of Aids should arrive in homes today.

The Post Office is confident that the two-week distribution of 25 million leaflets, entitled *Aids: Don't Die of Ignorance*, will not be affected by the current cold weather.

"We have got a good record of coping with bad weather," a spokesman said yesterday.

The distribution is being handled through the household delivery service, in a special operation for delivering unaddressed items along with ordinary post.

The Government Aids warning will arrive inside envelopes bearing the message: "This leaflet is being sent to every household in the country to inform everyone about Aids, in order to help stop the spread of this serious disease. It deals with matters of health and sex that may be disturbing. Please make sure that everyone in your household who may need this information sees this leaflet."

Another one million leaflets will be distributed in main post offices later this month. A postmark bearing the slogan, "AIDS: Don't Die of Ignorance", will soon be stamped on letters at sorting offices.

## Gambler wins victory on deception charge

Mr Andreas Anastasi plans to pursue his claim for £15,389 winnings from William Hill, the bookmakers, after his acquittal on an attempted deception charge at Wood Green Crown Court, Essex, yesterday.

Mr Elikios Georgiades, for the defence, made a successful submission at the end of the prosecution case that the case should not go any further. The judge, Assistant Recorder Gareth Davies, directed the jury to find Mr Anastasi not guilty.

Judge Davies told the jury: "I have decided that the constituent parts of the prosecution case have not been made out."

Mr Anastasi, aged 36, a dress buyer, of Avondale Road, Palmers Green, north London, had denied a charge of attempting to obtain by deception £15,389, the winnings from two football bets

which the prosecution claimed he had made at William Hill's branch in Green Lanes, Palmers Green, after the morning football matches were over on Boxing Day 1985.

The prosecution alleged that although a till clock was faulty and stuck at 11.30am it was possible to say the bets were made later in the day by comparing the slip numbers with those of off-slips placed throughout the system at the beginning of afternoon horse races.

When Mr Anastasi returned to collect his winnings the next day he was told the bets were void. He insisted they were valid and engaged solicitors.

Mr Anastasi said after his acquittal: "I am going to pursue my claim for the £15,389 and I hope William Hill will do the decent thing and pay up."

### Hypothermia deaths: 2

## Heating benefits unclaimed

The present cold snap which started last weekend has already caused a spate of deaths from hypothermia, but the Government is quick to point out that severe weather payments represent a small part of statutory help with heating costs.

In 1985 it paid out £1.7 million in exceptionally severe weather payments and more than £400 million in other heating additions.

But voluntary organizations say that many people do not claim the benefits to which they are entitled, are often unaware of their existence and tend to sit in the cold rather than turn on expensive heaters.

The Child Poverty Action Group has calculated that 1.29 million people did not take up supplementary benefit entitlements at all in 1983. Miss Ruth Lister, director of the action group, estimates that thousands more on supplementary benefit are not claiming their full heating entitlements.

Some heating allowance is included in the normal benefit rate for all claimants but certain groups are also entitled to heating additions and single payments to help with heating and insulation.

Although many of those allowances will be abolished once the social security reforms are implemented in April 1988, they will apply for both this winter and next.

At present many people on supplementary benefit are entitled to a regular weekly heating additions of either £2.20 or £5.50 a week, depending on the severity of the hardship. People can qualify for these additions on age grounds, or if they are chronically ill or housebound, or

*In the second of two articles on heating benefits, Jill Sherman assesses other heating help available now and looks ahead to changes in 1988.*

because they live in a home which is difficult to heat because it is damp or has large rooms.

Claimants aged 65 or more, or with a child aged under two, get £2.20. Those aged 85 or older get £5.55. People on mobility allowances or attendance allowance are each entitled to the higher rate of £5.55.

Tenants on estates with heating systems designated by the DHSS as exceptionally expensive can also get extra allowances of between £4.40 and £8.80 a week.

Those who qualify for one or more of the heating additions usually qualify for only one extra allowance, but it will be the highest one. However, those entitled to a lower rate on both health and accommodation grounds are eligible for the full £5.55.

The Citizens Advice Bureau, which expects a stream of inquiries this week, said: "Thousands of people are losing out on over £150 per annum because they do not realize they are eligible for the higher rate." Mr Stephen Johnson, joint organizer at the Waltham Forest bureau, said DHSS offices often failed to inform claimants of the maximum benefits to which they were entitled.

Mr Johnson said DHSS officers who visited claimants to make assessments often failed to pick up obvious evidence of damp or draughts and claimants tended to minimize the problem.

He said that even where the client was advised by a social worker, under-claiming was common because most social

## Promotion drive for Channel tunnel

Eurotunnel, the Anglo-French Channel tunnel promoters, are to carry out a big operation aimed at briefing Britain's commercial and industrial companies on the £5.3 billion project.

Teams of Eurotunnel and British Rail executives will travel throughout the United Kingdom to tell businesses about the potential for fast bilateral trade links.

The operation will be carried out on a region-by-region basis and will take in about 1,500 medium to large companies and a selection of multinational and foreign companies.

Sir Robert Reid, chairman of BR, and the Department of Transport have welcomed the initiative, which will be launched later this month.

The project will have two aims: to inform business and industry of the opportunities the tunnel will bring and to help the promoters to learn more about industry's needs and concerns.

## Drinks driver crashed bus

A driver who crashed his double-deck bus with passengers on board into another vehicle after drinking more than three times the permitted limit, was yesterday banned for three years.

Alan Matthews, aged 48, of Sakon Road, Brixton, south-west London, admitted driving with excess alcohol at Coldharbour Lane, Camberwell, on December 18 and was fined £200. A breath specimen gave a reading of 113 microgrammes, the legal limit is 35.

## Man for trial in kidnap case

A steel erector accused of kidnapping two girls was committed to the Central Criminal Court for trial in custody by Haringey magistrates yesterday.

Abbey Wisama, aged 45, of Gunstone Road, west Kensington, London, is charged with assaulting and imprisoning one girl for nine days against her will and with assaulting and unlawfully imprisoning a second girl for 30 minutes against her will.

## ICI charged after blast

Imperial Chemical Industries is to face prosecution by the Health and Safety Executive after a chemical explosion and leak of fumes from its fertilizer plant at Billingham, Cleveland.

Mr David Moreton, aged 21, an electrician died 10 days after the blast at the CCI factory last October. Another 19 people were taken to hospital for treatment.

## Cigarette theft

A million cigarettes in vending packs have been stolen from a tobacco wholesaler in Market Harborough, Leicestershire. Police said they should be easily recognized by anyone offered cheap cigarettes.



Mrs Ita Roberts, a staff nurse at Victoria Maternity Hospital, Barnet, north London, with Ralph, who was named after a teenager who found him abandoned in a telephone box.

The 9th 3oz seven-day-old boy was described by staff at the hospital yesterday as being "very contented". He was said to be sleeping and feeding well.

The baby who has brown hair and blue eyes, slept soundly through a press photograph session yesterday. He was found by a boy aged 16 in a telephone box on Sunday night at Finchley, north London, wrapped in a blanket inside a cardboard box with a food bottle.

"He was very well wrapped up and pink in colour," a hospital spokesman said. Staff believe the mother had meant him to be found quickly.

The police are still searching for the mother, who they believe had left the baby for only a short time.

## Council fights £35m rent battle with tenant

Council tenants in a south London borough could be given £35 million in rent rebates if Mr Paul Winder wins his five-year court fight.

He is opposing Wandsworth council's claim for £1,050 in unpaid rent which he has refused to pay because he claims the council's rent increases in 1981 and 1982 were unreasonable and excessive.

Mr Winder has already fought the council in court on 11 occasions, until the House of Lords gave him approval to defend the action on the ground that the increases were unlawful.

Since the council increased the rent on his flat in Pangle Grove, Roehampton, south London, from £12.06 to £16.56 per week in March

1981 and then to £18.53 in March 1982, Mr Winder has paid only what he considers to be a reasonable rent.

Now he is asking Mr Justice Mervyn Davies in the High Court to rule that the increases were contrary to the 1957 Housing Act, unlawful and void, so he does not have to pay them.

Mr Alexander Irvine QC, for the council, told the judge it was for Mr Winder to prove the council had acted unreasonably. The court was limited to ensuring the council had acted within its powers and could not substitute its own view on what was a reasonable increase.

The hearing, expected to last five days, continues today.

## Jury told murder was a foul outrage

A judge at the Central Criminal Court in London yesterday said that whoever killed Tessa Howden was "the perpetrator of a foul outrage".

Sir James Miskin, The Recorder of London, told a jury of six women and six men that they must feel "total disgust" at what was done to Miss Howden, aged 19, who was sexually assaulted and strangled with her rights while her parents slept near by at their home in Selsdon, Surrey. "You will remain disgusted for the rest of your lives," the judge said.

Gary Taken, aged 20, denies murdering Miss Howden, a local paper promotions girl, in the bedroom of her home at Foxearth Spar.

The judge instructed the jury to set aside their feelings when they began deliberating on a verdict. "Just look at the case dispassionately," he told them.

During the trial, the judge adjourned the proceedings briefly when a female juror felt unwell while looking at photographs of Miss Howden as her father had found her - semi-naked, her throat slashed and with a ligature made of her white tights still round her throat.

The prosecution has alleged that Mr Taken, a scaffolder, of Heather Way, Selsdon, a quarter of a mile from Miss Howden's home, left his fingerprints in her blood around her bedroom together with his pair of red rimmed sunglasses.

Mr Taken maintains he was having a secret affair with the girl, who had a steady boyfriend, and that she let him in on the night of her death. He says he left her unharmed after they had sexual intercourse.

The judge told members of the jury that they were entitled to ask themselves why, if Miss Howden had let Mr Taken in herself, his fingerprints were on a kitchen window at the house.

The judge told the jury it was perfectly natural for Mr Taken's mother to want to help him after he was charged with the "hideous" offence. But the jury would have to decide whether she had invented her story of her son being at home when the murder took place.

The jury is expected to be sent out to reach a verdict today.

## Ulster MP gets armed convoy to court

By Richard Ford

The deputy leader of Northern Ireland's Democratic Unionist Party, Mr Peter Robinson MP, goes on trial in the Irish Republic today accused of assaulting police officers and causing malicious damage in a border village.

An armed convoy of the republic's police will escort the vehicle bringing Mr Robinson, the DUP MP for East Belfast, and party colleagues, including the Rev Ian Paisley, the leader of the DUP, from the border to the Special Criminal Court in Dublin.

Mr Robinson, who has refused a RUC offer to escort him from home in east Belfast to the border, refused to say whether he would be staying in the republic during his trial or travelling back to the province at the end of each day's hearing.

He said: "I have no intention of telling the IRA my plans."

The trial has potential for enormous publicity and propaganda which Mr Robinson and his party will relish as it will provide a platform for them to show unionist opposition to the Anglo-Irish agreement - and that their party is in the forefront of resistance to it.

During the trial, which is expected to last a week, 59 witnesses are likely to be called. Mr Robinson, aged 38, will be represented by Mr Desmond Roal QC, a former chairman of the DUP.

Mr Robinson faces 11 charges arising from an incident by a "loyalist" mob into the border village of Clontarf, Co Monaghan, last August. Four allege assault on two gardai injured during the incident, six of causing malicious damage to Garda Síochána (police force) and local authority property and one of unlawful assembly.

Anyone found guilty of assaulting gardai in the execution of their duty is liable to up to two years' imprisonment. An Army bomb disposal expert yesterday defused a 450lb bomb in a van abandoned on the edge of a housing estate in west Belfast.

Seventy families were moved out of their homes on the Poleglass estate early yesterday after the Mercedes van with the explosives on board was abandoned by Provisional IRA terrorists when they saw a vehicle checkpoint.

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Present Age	Future Age	18-28	29-34	35-39	40-44	45-49	50-54	55-59	60-64	65-69	70-74
18-28	18-34	£2,970	£2,970	£2,970	£2,970	£2,970	£2,970	£2,970	£2,970	£2,970	£2,970
35-39	35-41	2,967	2,967	2,967	2,967	2,967	2,967	2,967	2,967	2,967	2,967
40-44	40-46	2,962	2,962	2,962	2,962	2,962	2,962	2,962	2,962	2,962	2,962
45-49	45-51	2,957	2,957	2,957	2,957	2,957	2,957	2,957	2,957	2,957	2,957
50-54	50-56	2,952	2,952	2,952	2,952	2,952	2,952	2,952	2,952	2,952	2,952
55-59	55-61	2,947	2,947	2,947	2,947	2,947	2,947	2,947	2,947	2,947	2,947
60-64	60-66	2,942	2,942	2,942	2,942	2,942	2,942	2,942	2,942	2,942	2,942
65-69	65-71	2,937	2,937	2,937	2,937	2,937	2,937	2,937	2,937	2,937	2,937
70-74	70-76	2,932	2,932	2,932	2,932	2,932	2,932	2,932	2,932	2,932	2,932

FOR A MONTHLY INVESTMENT OF £50		Guaranteed Sum Assured		Projected Annual Bonus		Special Dividend Capital Bonus		Total Projected Maturity Value*		Guaranteed Immediate Life Cover	
Present Age	Future Age	18-28	29-34	35-39	40-44	45-49	50-54	55-59	60-64	65-69	70-74
18-28	18-34	£7,461	£7,461	£7,461	£7,461	£7,461	£7,461	£7,461	£7,461	£7,461	£7,461
35-39	35-41	7,454	7,454	7,454	7,454	7,454	7,454	7,454	7,454	7,454	7,454
40-44	40-46	7,447	7,447	7,447	7,447	7,447	7,447	7,447	7,447	7,447	7,447
45-49	45-51	7,440	7,440	7,440	7,440	7,440	7,440	7,440	7,440	7,440	7,440
50-54	50-56	7,433	7,433	7,433	7,433	7,433	7,433	7,433	7,433	7,433	7,433
55-59	55-61	7,426	7,426	7,426	7,426	7,426	7,426	7,426	7,426	7,426	7,426
60-64	60-66	7,419	7,419	7,419	7,419	7,419	7,419	7,419	7,419	7,419	7,419
65-69	65-71	7,412	7,412	7,412	7,412	7,412	7,412	7,412	7,412	7,412	7,412
70-74	70-76	7,405	7,405	7,405	7,405	7,405	7,405	7,405	7,405	7,405	7,405

The information given in this advertisement is intended to provide a general indication of the benefits which may be available under the plan. It is not intended to constitute an offer of insurance. The actual benefits which may be available will depend on the terms and conditions of the plan and the individual circumstances of each person who applies for the plan.

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(a) Are you 18 or over and under 75 and can truthfully answer "NO" to the 4 questions, you are guaranteed to be accepted with no further questions or medical examination. If you answer "YES" to any question, please attach details. You may still be accepted.

(b) Have you any reason to believe you are not in good health?



## WORLD SUMMARY

## 397 South Korea students on trial

Seoul (Reuters) - Almost 400 South Korean students yesterday went on trial accused of leading last October's three-day campus revolt, which was staged to force the resignation of President Chun Doo Hwan.

The 397 students from 24 universities were among more than 1,200 protesters held after 7,000 police used tear gas, helicopters and water cannon to crush the revolt at an east Seoul campus.

The defendants, being tried in four different courts, have been charged with either violating the tough National Security Law or with illegal assembly and violence.

The students, reviling Chun government policies and calling for reunification with communist North Korea, kept police at bay for three days with stones and petrol bombs at Konkuk University.

## Peking conductor

Peking - Mr Edward Heath, right, the former Prime Minister, will conduct the Central Philharmonic Orchestra of China in a charity performance in Peking on April 18 (Robert Griesbach writes).

Proceeds from the performance, which will take place in the 8,000-seat auditorium in the Great Hall of the People and includes a programme featuring works by Tchaikovsky, Dvorak and Elgar, will be donated to the China Welfare Fund for the Handicapped. Mr Deng Pufang, chairman of the fund and son of Mr Deng Xiaoping, said that the money would be used to build a rehabilitation centre for the handicapped at Horse Island in Shandong province.

## González in Egypt

Cairo - Señor Felipe González, the Spanish Prime Minister, arrived yesterday for a four-day official visit to discuss Egypt's \$987 million (\$670 million) military debt to Spain and international issues ranging from the Middle East peace process to Mediterranean security (A Correspondent writes).

Egypt, whose total foreign debt is about \$36 billion, is expected to suggest repaying some of its debts to Spain in crude oil. Señor González is expected to meet President Mubarak today.

## Guerrillas kill five

Delhi - Sikh guerrillas killed a policeman near Jalandhar and a Sikh woman with her three daughters at Taranagar, Amritsar, yesterday, raising the death toll in the last 12 days to 31 (Kuldip Nayyar writes).

The guerrillas have changed their tactics in the last month, concentrating on Sikh policemen and informers and their families.

The Indian Government is said to be worried about the growing demoralization in the police force in Punjab.

## Ghanaians in protest

Accra (AFP) - Thousands of Ghanaians demonstrated yesterday outside the British Embassy here against the visit of Mrs Lynda Chalker, Minister of State at the Foreign Office, and Britain's attitude on apartheid in South Africa.

Mrs Chalker arrived over the weekend to commission a new British Embassy building.

The protesters also called for the unconditional repeal of recent immigration laws under which Ghanaians and other Third World nationals must have visas to enter Britain.

## Books for Vanunu

Jerusalem (AP) - A district court judge yesterday ordered prison authorities to return a radio and books to Mr Mordechai Vanunu, who is in jail while on trial for revealing Israeli nuclear secrets to a British newspaper, Israel radio said.

Judge Zvi Cohen also ruled that the authorities could continue to deny Mr Vanunu newspapers and could censor letters written by him containing details of secret court hearings.

## Rangoon mops up

Rangoon (Reuters) - Burmese government troops are mopping up remnants of a communist guerrilla force after a fierce two-month fight to retake control of a town near the border with China, officials said yesterday.

Two light infantry divisions had consolidated control of Kyaukse town and two nearby mountain outposts which were retaken from a 1,500-strong Burma Communist Party force last week, they said.

## Reagan is told to go easy

From Michael Binyon Washington

President Reagan has resumed work after his prostate operation, but has been advised by doctors to take it easy for the next six weeks.

One of his first actions yesterday was to appoint Mr Martin Fitzwater to succeed Mr Larry Speakes as White House spokesman. Mr Fitzwater is at present the spokesman for Vice-President George Bush.

Yesterday Mr Reagan summoned to the White House Mr Max Kampelman, the US arms negotiator at Geneva, and Mr David Abshire, his designated co-ordinator on the Iran arms scandal.

On his first day back at the Oval Office he also met Mr Bush, Mr Donald Regan, the Chief of Staff, and Mr Frank Carlucci, his new National Security Adviser.

The White House firmly denied reports yesterday that Mr Reagan had pared down his agenda for his final two years in office because of his health and the political fallout from the Iran affair. Mr Speakes said the President intended aggressively to pursue his full agenda.

The New York Times yesterday suggested Mr Reagan would now do no more than protect earlier gains. Quoting White House officials, it said the Administration would concentrate on such priorities as preserving the tax reforms, continuing aid to the Nicaraguan Contras and maintaining its defence build-up.

It said one of the few areas where there might be any new initiatives was arms control, but officials said all they could muster now was "restrained optimism".

## Chad's military euphoria over slaughter at Fada

From Philip Jacobson  
Najamena

The dawn chorus in this dusty little capital of Chad consisted also of the shattering roar of military aircraft warming up for take-off as a top-level delegation from the French Ministry of Defence set off for Paris with an urgent report on the escalation of fighting between Chadian government forces and Libyan troops, occupying the north of this vast, empty country.

French Air Force cargo planes, with an escort of jet fighters, were climbing up at regular intervals from their sprawling base near Njamena's civil airport. Much-needed ammunition, medical supplies and other equipment were being rushed to the new front created by the bloody rout of one of Colonel Gaddafi's main garrisons at the strategic oasis of Fada 10 days ago.

According to the experts, General Jean Saulnier, the visiting French Chief of Staff, believes the forces of President Hissène Habré now have the bit firmly between their teeth and will launch further attacks on

the increasingly dispirited, even panicky, Libyan invaders.

"What they achieved at Fada against a larger and better-armed enemy was truly exceptional," declared the general, looking trim in air force blues.

It was possible, he conceded, that the death toll had been less than the official claim of 800 Libyans and 300 Chadian rebels. He assured us, however, that the fighting was of extraordinary intensity, "much of it at point-blank range, with both sides throwing in everything they had".

The French believe the slaughter at Fada has created a significantly new situation in the struggle with Libya.

"I don't want to swap armchair strategy with you, but the Libyans must now be assessing their position very anxiously," General Saulnier said.

There is a new spirit and expertise in the Chadian Army as a result, he maintained without undue modesty, of the intensive training provided by the French Sparrowhawk task force, which is based here.

There may, however, be less agreement among the allies about General Saulnier's view that the Government can pursue its new offensive without French air cover. Even in the euphoria of victory, the Chadian High Command is uncomfortably aware that its push towards the Libyan strongholds in the rugged desert terrain north of the 16th parallel, which has served as a dividing line for the past three years, leaves them dangerously exposed to Colonel Gaddafi's powerful array of Soviet planes.

Reports that Libya is massing combat aircraft for a heavy retaliatory strike in the north has led to an urgent request from Chad for modern ground-to-air missiles to protect newly captured positions such as Fada.

Chad evidently has some aircraft defences, having shot down at least one Libyan plane over Fada, but there is no really suitable missile in France's armoury, which explains President Habré's desire to obtain the US-made Stinger. The word from Washington, however, is that

he will have to make do with the less-sophisticated Red-Eye.

Other military equipment is now beginning to arrive in bulk from the US on board the massive C-5 Galaxy freighters from Nantes. Observers here say the cargo is mainly desert vehicles, ammunition and small arms - part of the \$15 million (about £10 million) US military aid earmarked for Chad this year.

How the fighting will develop over the next few months remains to be seen. General Saulnier makes it clear that he feels the Chadians should stick to "movement and manoeuvre".

The danger, as the French see it, is that President Habré's forces may pause to establish their own positions. Large concentrations of government troops might even encourage the ultra-cautious Libyan pilots to press home attacks from rather lower and more effective altitudes than they presently favour.

Meanwhile, in Njamena *Téléphone Arabe* is working overtime despite government claims of persistent rumours that there has

been no recapture of the important northern town of Zouar, which is on the key Libyan supply route through the rugged Tibesti mountains.

Very few people, including foreign journalists, know any more about the savage clashes.

But while passing the palatial French Embassy yesterday, I believe I saw the Ambassador playing a rather sharp game of tennis. Taking into account General Saulnier's unqualified satisfaction with what he had come from Paris to discover, this might reasonably be held to indicate that things continue to go pretty well for the Paris-Njamena partnership.

PARIS: French and Chadian troops came under attack on Sunday night at a camp close to the Libyan-controlled zone of the country but there were no casualties, French defence ministry officials said (Reuters reports).

They said the ground attack, described as a brief skirmish, was directed at the Chadian Army's advance camp in the eastern town of Katsi, where French troops maintain a logistics depot.

## Fiat deal and papal visit top Jaruzelski's Italian agenda

From Roger Boyes, Rome

General Wojciech Jaruzelski, the Polish leader, yesterday began his first important diplomatic mission to the West since the crushing of Solidarity. He launched a battery of high-level talks in Italy by lunching with President Cossiga and then dining, probably less comfortably, with Signor Bettino Craxi, the Prime Minister.

Despite a straggling demonstration outside his Grand Hotel headquarters, the general's visit was progressing more smoothly than past forays into the capitalist world. In Paris last year he was forced to enter the presidential palace through a back door.

Human rights - since an amnesty last September resulted in the release of Solidarity prisoners - is no longer the main issue in the Pole's political meetings. Nevertheless, both Signor Craxi and Signor Giulio Andreotti, his Foreign Minister, have been pressing for the freeing of Solidarity theorists, such as Mr Adam Michnik. The fact, however, that the visit is taking place at all reflects a new mood.

The Italians would like to see the Polish authorities allow the establishment of competitive unions - as provided for under Polish law - and, less controversially, explain in more detail how they intend to repay the country's debts.

Italy has just rescheduled Poland's debts, outstanding for 1982 to 1984, and is prepared to guarantee further credit if Warsaw agrees to Fiat modernizing the Polish car industry.

The general has acknowledged these anxieties by agreeing to what is likely to be a stormy encounter tomorrow with Italian union leaders by scheduling a session with se-

nior Italian business figures. His pivotal meetings, however, will be an audience today with the Pope and some hard-nosed business discussions with Signor Giovanni Agnelli, the chairman of Fiat.

The Pope is due to visit Poland in June and it is expected he will receive a formal invitation to do so from the general today. But the Pope also wants to know what concrete progress can be made on Church-State relations in his homeland before he arrives.

The last time the two met was during the Pontiff's 1983 pilgrimage when the Polish leader agreed to an ambitious church plan to channel Western funds to private farmers. The plan collapsed partly because of bureaucratic feet dragging which scared away potential donors. The Pope was not pleased.

Italian press reports say Signor Agnelli will discuss with the general a major agreement on modernizing the Polish car industry. The deal is said to be worth some \$200 million (£133 million), some of it in the form of guaranteed credit.

The agreement is yet to be completed and the Japanese are counter-bidding, but the scope of the contract would represent a breakthrough for Poland, which has been denied substantial new credit since 1981, when General Jaruzelski banned Solidarity and imposed martial law.

Demonstrations against the Polish leader are being organized by the Italian Radical Party and the left-wing Democratic Party, which is trying to stage a candlelight march. Six radicals, including three parliamentarians, were arrested in Warsaw at the weekend while protesting against the visit.

## Iran and Iraq claim big casualties

Bahrain (Reuters) - The Iran-Iraq war ground on yesterday with barely a shift in advantage for either side as latest communiqués reflected rapidly mounting battlefield casualties.

Iraq said an advance Iranian contingent was trapped in a narrow strip of land near the Fish Lake area, south-east of the city of Basra, after a cross-border thrust on Friday.

The invading force is now engaged in the killing zone of the Third and Seventh (Iraqi) Army Corps, said General Adnan Khairallah, Iraq's Deputy Prime Minister and Defence Minister.

Tehran radio, meanwhile, said the elite Iraqi Presidential Guard had been thrown into the bloody conflict after the Third Army Corps, defending Iraqi lines near Basra, had been badly mauled.

Iran's national news agency IRNA drew attention yesterday to a trip by Iraq's President Saddam Hussein to

border post, where Tehran launched its assault across the Shatt al-Arab waterway, and frontline correspondents reported the battlefield strewn with Iraqi corpses.

One Iraqi field commander, quoted by Baghdad's INA news agency, said his men had advanced about one kilometre "walking on Iranian bodies" to recapture an area seized earlier by Iran.

Baghdad military spokesmen said Iraqi jets yesterday raided five Iranian cities and towns - Kashan, Aom, Esfahan, Borujerd and Arak - and bombed out a missile base north of the Iranian border town of Khorramshahr.

CAIRO: Field Marshal Abdel-Halim Abu-Ghazala, Egypt's Defence Minister, has called on Arab states to overlook their differences in 1987 and revise their 36-year-old joint defence pact to confront Iranian offences on the Gulf (A Correspondent writes).

Tehran radio said Iranian forces controlled new areas north and west of Shalamchah

the warzone, reported by Baghdad television on Sunday night, and said in a battlefield dispatch that his personal efforts to inspire battered forces had proved futile.

Tehran radio said Iranian forces controlled new areas north and west of Shalamchah

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Signor Bettino Craxi, left, escorting General Jaruzelski as he inspects a guard of honour at Rome's Ciampino airport.

## Battle for control of south Lebanon

## Unifil may soon fire back

From Our Own Correspondent, Jerusalem

United Nations troops in southern Lebanon are now under such regular attack by the Israeli-backed militia that they are likely soon to start firing back in self-defence.

Ever since the UN Interim Force in Lebanon, or Unifil, arrived in 1978, its men have had the right to protect themselves. But despite having lost 139 men, the force has shown great restraint before firing back.

In the past three weeks, however, there have been nearly 70 incidents when Unifil troops have reported coming under attack from the Israeli-backed South Lebanon Army (SLA). Even before Corporal Dermot McGlothin of the Irish Battalion was killed by an Israeli shell on Saturday, consideration was being given at UN headquarters in Naqurah to allowing the men to exercise fully their right of self-defence.

The death of the Irish soldier - attributed to "human error" by the Israeli Army yesterday - is another powerful argument for those who want greater freedom to defend their men.

According to Mr Timor Golsel, the UN spokesman at Naqurah: "Now we are taking casualties. There has been no let-up and it is getting more and more serious. In view of what has happened since the beginning of December, we are now talking of using fully the right of self-defence we have always had."

His figures show that, while there have been nearly 70 attacks on UN troops by the SLA in three weeks, there have been only two attacks by local Shia militia groups in the same period. Only last autumn, it was persistent attacks by the SLA on French UN troops which led to more than half of them being withdrawn.

The present state of SLA attacks marks a new phase in the battle for control of south Lebanon. It comes at a particularly awkward time, with the UN due to decide on whether to renew the Unifil mandate again next Monday.

The majority of the Israeli Government now wants that mandate renewed, believing that the UN troops are helping to stop infiltration of the border from Lebanon.

The fact that an Israeli tank was responsible for the latest Irish casualty - the 21st suffered by the battalion overall and the second in a month - has led to a top-level Israeli inquiry, with Major-General Yossi Peled, commander of the troops in Lebanon, considering action against the tank's commander.

However, the general's main concern must be to try to bring the SLA under control.

This is likely to mean the need for further reinforcement by Israeli troops, who are continuing to patrol the area inside Lebanon that they control with the SLA.

Meanwhile, south of Sidon, Israeli jets yesterday again pounded what are said here to be Palestinian positions round refugee camps.

SIDON: Police said seven people were killed or wounded yesterday in the raid by Israeli warplanes on Palestinian targets east of here.

Five Israeli planes met heavy anti-aircraft fire as they fired missiles on two Palestinian Liberation Organization positions near the village of Maghdousheh, police said.

## US cardinal draws Jewish censure

From Christopher Thomas, Washington

Nearly every leading Jewish organization in the United States has criticized Cardinal John O'Connor of New York after his visit to Israel, which was dominated by gaffes, political controversy and diplomatic embarrassment.

The cardinal said the Jewish reaction amounted to a censure. Cardinal O'Connor, Archbishop of New York, expressed "deep, deep disappointment" with the criticism.

"Serious damage could be done if this line is pursued," he commented in Manhattan.

In his visit, the cardinal laid repeated emphasis on the plight of the Palestinians, saying that there could be no just, lasting peace until that issue was resolved.

The Vatican refuses to extend full diplomatic recognition to Israel and does not acknowledge Israeli control over Jerusalem. The cardinal was ordered to cancel appointments with Israel's political leaders at their Jerusalem offices.

The Conference of Presi-

dents of Major American Jewish Organizations, which represents 54 groups, used words like "disquieted, distressed, disturbing and painful" in criticizing the cardinal.

It accused him of failing to understand all sides of the Palestinian issue and of not recognizing Israel's efforts to fairly administer Jerusalem.

Cardinal O'Connor retorted: "I hope there is nothing in that statement that will make it more difficult than it has been for me in trying to support the Jewish cause."

## Terror link in world drug trade

From Richard Bissett Vienna

The illicit marketing of drugs is masterminded by international criminals whose activities threaten the security and stability of several countries, the International Narcotics Control Board claimed in Vienna yesterday.

In its annual report, the board noted that "vast sums" of money from illegal drug dealers were being "laundered" through legitimate enterprises. Those who profited had "extensive links" with international terrorism and received support from international financiers.

"This whole process undermines economic and social order, spreads violence and corruption and imperils political stability," the report said.

The large amount of cocaine emanating from Peru and Bolivia was responsible, the report implied, for instability in certain areas of Latin America.

But as a spokesman for the board insisted yesterday, "every country's security is potentially at risk".

The countries were affected by the drug problem and no level of society was immune.

Trends observed in 1986 suggested that a new upsurge in the abuse of cocaine was hitting Western Europe, including the United Kingdom, though heroin addiction had stabilized, the report said.

Growing concern was also voiced over the steady increase of drug abuse in Eastern Europe.

The board, however, served its deepest anxiety for two years of society was immense.

"Designer drugs", made by altering a chemical substance freely available, could be marketed with increasing ease. "Crack", because it could be made without a semi-explosive catalyst, was "particularly hazardous". Its inaccessibility and ability to reach the brain within seconds often results in severe dependence and criminal behaviour.

The implications of this for the United States, where according to the report four to five million people use cocaine regularly, were cited by spokesman for the board to be "deeply disturbing".

DUBAI: A senior police officer warned here that drug smuggling in the oil-rich Gulf region is becoming a serious problem (AP reports). Lt-Col Abdul-Aziz Muhammad Abdullah, deputy chief of the Dubai police criminal investigation department, urged co-ordination among states of the Gulf Co-operation Council to combat the problem.

## Apartheid's face is changing but the instincts remain

From George Brock Johannesburg

For a map of the enduring realities of South Africa, there is nothing to beat the view from the air. In the same way that aerial photographs can reveal features of the landscape that cannot be seen or measured from the ground, so a bird's eye view strips away detail which, on the ground, can blur important truths.

Flying out of Jan Smuts airport the other day, I could not see people except as specks in the landscape; no details of squalor or luxury, class or politics, to colour the neatly designed board game which determines where the races live.

The rules of this game are known as the Group Areas Act. The Government has been "considering" its reform, but anxious whites were reassured by President

Botha the other day that, come what may, "exclusive" white suburbs would remain.

First, we flew over such suburbs with their green lawns, each plot punctuated by the pale, luminous green of the swimming pool. Rectangular pools are out these days; the kidney design is probably the most popular, with a very occasional heart shape. Then over some tighter-packed white housing, with fewer pools.

Then open ground, followed by more houses with few gardens, hardly any space between. Soweto, Arcadia, after acres of dwellings like Monopoly houses carpeting the undulating land to the horizon. Definitely no swimming pools.

This vastness - a city with a population the size of Birmingham - even now rarely appears on "white" South African maps.

The modernizers of apartheid

and inexorable economic change have produced a large, black middle class in this, the largest black township by far.

Some estimates say that there are 100,000 blacks in Soweto with a higher income level and a stake in the economy which they could never have had a decade ago.

One of Mr Nelson Mandela's personal doctors works at the huge Baragwanath hospital on the outskirts of Soweto (reputed to be the largest hospital in southern Africa).

Waiting for a taxi once at the gates of the hospital, I saw the doctor drive by - in a small silver BMW with an "I love Soweto" sticker on the bumper.

But a rising standard of living pushed these few upwards only to bang them harder against the founding rules of racial separation and domination.

Less social apartheid, higher in-

come opportunities for a few and greater freedom of movement only allow them more time and space to find out that white hands are still holding the levers of power. And those hands are not about to relinquish the grip afforded them by the Group Areas Act.

This is at least partly because of the impending election and the threat to the governing National Party from the white supremacist right wing.

I met Mr Clive Derby-Lewis and his wife, Gay, the other day. Mr Derby-Lewis heads the Conservative Party in Johannesburg, and he thinks that the covert abolition of the Group Areas Act has already gone far enough.

Creeping change has come - with Government connivance - to parts of the city.

One study estimated that 20,000 non-whites were living in three of

the northern suburbs supposedly reserved exclusively for whites. They have usually bought or rented through surrogate nominees, or set up dummy companies which disguise the race of the purchaser or tenant.

Mr Derby-Lewis is clearly intending to sideline his party's economic regeneration and racial partition plans and intends to campaign on a "swamping" platform.

"The blacks have taken over. I know one man who went out with a sash to put a stop to a shebeen behind his garden. They took the sash out from him and lambasted the hell out of him. Mr Botha has said that the position on group areas is fixed. I for one don't trust him."

It is a social face of apartheid may have undergone plastic surgery, but some of the instincts beneath the surface have remained unchanged.

France was

Kohl's mark as

Renton bid to placate Moscow

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## Changes to European currency balance

## France says Brussels action was right one for franc

From Diana Geddes  
Paris

M. Edouard Balladur, the French Finance Minister, brushed aside criticism yesterday that France should have agreed to a devaluation of the franc as well as to the revaluation of the Deutschmark, maintaining that the decision reached at Brussels was the right one to achieve a new equilibrium among the European currencies.

"I am very confident," he said. "It is a good decision and corresponds to what I had hoped for from the outset."

He said he hoped it would lead to a reduction of interest rates in France, which had to be raised over the past couple of weeks to counter speculation against the franc.

M. Balladur reaffirmed his view that the realignment within the European Monetary System (EMS) was provoked by a weakening of the dollar and speculation in favour of the Deutschmark rather than as a result of pressure on the franc. But he admitted that industrial un-

rest in France "had not helped matters."

He said he had been impressed by the universally favourable comment on France's economic policies at the Brussels meeting. That had strengthened his resolve to pursue those policies "without hesitation or weakness", particularly in regard to pay restraint, which was essential if inflation was to be kept within the Government's target of 2 per cent this year.

Brokers on the foreign exchange market remained sceptical yesterday about whether the 3 per cent revaluation of the Deutschmark against the French franc would be sufficient to stabilize the two currencies in view of the relative strength of the German economy.

Although France managed to reduce its inflation rate to 2.5 per cent last year, in Germany prices fell by 1.1 per cent. France's trade deficit with Germany - its main trading partner - rose 40 per cent to reach 35.6 billion francs (£3.8 billion) in the first 11 months of 1986.

M. Jacques Chirac, the French Prime Minister, called on the country to demonstrate the same "seriousness, tenacity and courage" as Germany had shown over the past four years in its efforts to reduce inflation, cut public spending and keep down wages and the monetary supply.

He was speaking at a New Year's ceremony at the Hotel Matignon, the Prime Minister's office, shortly before demonstrations called by members of his party against the strikes were due to begin in Paris. M. Chirac said he did not see why ordinary members of the public should not have as much a right to express their views publicly as trade unionists.

The demonstrations had been denounced by Socialist leaders as a "provocation" and an incitement to violence. One Gaullist RPR deputy was injured on the head during a confrontation between about 40 RPR supporters and members of the Communist-led CGT union outside the union's Paris headquarters early yesterday.

The CGT is the only union to have called for a continuation of the rail and electricity strikes.

The Government seems split in its attitudes to the demonstrations. M. Hervé de Charette, the Minister for the Civil Service, said yesterday that he was not in favour of political demonstrations to express the exasperation of consumers at just the moment when there was a sign of "appeasement" on the industrial front.

He said he would be meeting unions today to set a date for pay negotiations for the 4.5 million workers in the public sector. Those talks should begin before the end of the month, he added.

While the situation on the railways and in the electricity service continued to improve yesterday, the strike on the Paris Metro and buses got considerably worse, with only one in four Metro trains and two in three buses operating normally.

As the Arctic winter descended on France yesterday, with temperatures in Paris remaining below minus 10 deg. C throughout the day and dropping as low as minus 33 deg. C in parts of Alsace, there was a moment of dismay when new power cuts occurred, suggesting an apparent hardening of attitudes in the electricity workers.

However, it turned out that the cuts were caused by a failure of a power station, probably due to the cold, rather than to union action. The Socialist CFDT union yesterday signed the pay settlement already signed by all the other electricity unions with the exception of the CGT.

Currency reaction, page 17



A West German bank clerk, Frank Förster Heinrich, aged 24, leaving a court in Penang yesterday where he faces drugs charges, which in Malaysia carry the death penalty.

## Howe will put case for Rock's residents

By Andrew McEwen  
Diplomatic Correspondent

Sir Geoffrey Howe, the Foreign Secretary, will today attempt to convince Spain's Foreign Minister that the path to sovereignty over Gibraltar lies through winning the confidence of the Rock's 29,000 residents.

Señor Francisco Fernández Ordóñez is to have two half-days of talks with Sir Geoffrey, hoping for implicit recognition of Spain's claim through small concessions.

Whitehall sees this as the wrong approach, because of Britain's commitment to respect the wishes of the Gibraltarians.

Sir Geoffrey will propose a joint economic committee to foster closer links. Sir Joshua Hassan, Gibraltar's Prime Minister, will be present.

Britain is ready to open direct ferry services and air links between the peninsula and the mainland, but negotiations are deadlocked over Spanish insistence that links should be free of British border controls.

One demand is that Spanish passengers arriving at Gibraltar's airport should be able to exit directly into Spain through a special border point. The airport lies alongside the border.

Whitehall considers that it is time Madrid responded to a gesture made by Britain in withdrawing guards from the border.

The talks are being held because Britain and Spain entered into an agreement in 1984 to hold annual Gibraltar discussions. Whitehall's expectations are low.

Spain argues that the Treaty of Utrecht, which ceded Gibraltar to Britain 274 years ago, is a humiliating anachronism.

Señor Fernández Ordóñez will also meet Mrs Thatcher.

## Nakasone ends Finland visit

From Olli Kivinen, Helsinki

Mr Yasuhiro Nakasone, Japan's Prime Minister, ended an official visit to Helsinki last night as southern Finland was still in the grip of the worst cold spell since record keeping began early last century.

Temperatures fell to minus 35 deg. C during the weekend, breaking the previous record set during the famous winter war with Russia in 1940.

Mr Nakasone's visit was hastily arranged when Mr Mikhail Gorbachev did not visit Japan as planned. Japanese diplomats said neutral Finland was chosen to balance Mr Nakasone's planned visits

to three socialist countries - Poland, East Germany and Yugoslavia. He left for Berlin last night.

The visits to the small socialist countries mark a widening in Japan's foreign policy.

Mr Nakasone had talks in Finland with President Mauno Koivisto and Mr Kalevi Sorsa, the Prime Minister.

Although there are no major political problems between Finland and Japan, the talks included the imbalance in bilateral trade.

Before anything was known of Mr Nakasone's visit, Japan

sent scientists to Finland to study how a modern industrial society can cope with low temperatures. Ironically, Mr Nakasone and the party accompanying him had first-hand experience.

Outdoor ceremonies for Mr Nakasone were curtailed as the cold rendered brass band instruments unusable.

The two-week cold spell has caused rail and air delays. Although electricity supplies have been stretched, society has functioned reasonably well, albeit having to cope with motoring problems and frozen pipes.

## Kohl's critics use revalued mark as campaign weapon

From Richard Owen  
Bonn

As the West German election campaign entered its final two weeks yesterday and the political battle got under way in earnest, supporters of the centre-right Conservative Chancellor, Kohl, maintained that the revaluation of the Deutschmark at the weekend demonstrated the strength of the mark and West Germany's booming economy.

But Herr Kohl's critics used the currency issue to try to dent Herr Kohl's apparently unassailable lead in the opinion polls. Even some industrialists said Bonn had made a concession to France by agreeing to a realignment of the European Monetary System (EMS) in Brussels in the early hours of yesterday morning. The result would weaken West Germany's export position and hit the interests of German farmers.

Government officials said that farmers, already hit by EEC farm quota cuts agreed in December, would be offered compensation. Herr Friedrich Oet, the government spokesman, sought to turn the EMS crisis to advantage by commenting that a strong mark benefited all West Germans.

French officials maintain the EMS crisis was caused by the overwhelming strength of the mark, rather than by the weakness of the French franc in the wake of recent industrial unrest. M. Edouard Balladur, the French Finance Minister,



said at the Brussels meeting it was not the franc which was unhealthy "but the mark which is too healthy."

Herr Gerhard Stoltenberg, the West German Finance Minister, initially said Bonn would resist French pressure for a revaluation of the mark against the franc and declared there were "no good economic reasons" for a revaluation. He later climbed down, saying that the move would have a negative effect on German exports.

EEC officials said the EMS crisis demonstrated the vul-



Herr Stoltenberg changed his mind on revaluation.

nerability of the EMS to political factors, in this case the German election, the French strikes and Belgium's desire to distance itself from troubles in Paris. It was "bad timing" that the crisis had arisen in the run-up to the West German election on January 25, although the crisis was unlikely to have any lasting impact on the campaign.

The realignment, only 10 months after the last EMS shake-up, illustrates the drawback of a monetary system dominated by a single powerful European currency, officials said. It strengthens the case for the entry of sterling to balance the mark, sources suggested.

Last year West Germany had a trade surplus of DM 110 billion (£37 billion), much of it due to trade with other EEC countries, which accounts for half of Bonn's external trade.

On the eve of the EMS realignment, share prices plunged on the West German stock exchanges. Officials say the revaluation of the mark will steady the financial markets and thus benefit the Kohl Government's position. The Bundesbank, the West German central bank, has had to intervene heavily in recent weeks to prop up weaker currencies within the EMS, including the franc.

Eight EEC currencies are within the EMS, set up in 1979. The pound, the Greek drachma, the Spanish peseta and the Portuguese escudo remain outside the system.

## Renton bid to placate Moscow

By Andrew McEwen  
Diplomatic Correspondent

Mr Timothy Renton, Minister of State at the Foreign Office, is expected to try to break down Moscow's objections to Mrs Thatcher's priorities on arms control in talks beginning today.

He arrives in Moscow two days before East-West arms control talks resume in Geneva at a time when the arguments suggest a deadlock. Statements from both US and Soviet officials have shown little flexibility on either side.

Mr Renton, speaking on the BBC's *World at One* programme yesterday, said that the top item on his agenda was arms control in the light of Mrs Thatcher's meeting with President Reagan at Camp David in November.

The Prime Minister persuaded the President to sign a much more cautious set of priorities than Mr Reagan had been willing to accept at the Reykjavik summit. The same priorities were adopted by the North Atlantic Council in November, making them Nato policy.

Mr Renton is expected to urge his Soviet host, Mr Anatoly Kovalev, a Deputy Foreign Minister, to accept her step-by-step approach, which avoids holding progress hostage to the Star Wars issue.

Mr Renton is certain to face strong scepticism. No Western envoy has yet managed to find a chink in Mr Mikhail Gorbachev's all-or-nothing stand, which excludes any agreement unless President Reagan drops the Strategic Defence Initiative.

Although not intended to pave the way for Mrs Thatcher's Moscow visit at the end of March, Mr Renton's visit is likely to have that effect.

Mr Renton said that the Kremlin's decision to replace its Geneva arms negotiator Mr Viktor Karpov with a much more senior man showed that arms control was at the top of its agenda.

## Reagan's claim on SDI ban rebutted

From Michael Binyon, Washington

As President Reagan gave final instructions to the US negotiating team at the Geneva arms talks, which resume on Thursday, an influential research group yesterday said a US-Soviet ban on Star Wars technologies could, despite claims to the contrary, be adequately verified.

In a report on the President's controversial Strategic Defence Initiative, the private group said a ban could be verified using existing techniques together with a cat scanner satellite. "Photo reconnaissance satellites, infra-red sensors, radars, telemetry collection and ground-based telescopes could detect any cheating by the Soviets in development, testing or deployment of Star Wars technologies," the group said.

Its report, released today by the Council on Economic Priorities, is the first important rebuttal of the Administration's contention that a ban on SDI, which Moscow is seeking, is impractical, as it could not be monitored.

The study proposes strengthening the 1972 Anti-Ballistic Missile Treaty to ban the development, testing and deployment of directed energy weapons (such as lasers and particle beams) and kinetic energy weapons (such as rockets and electro-magnetic rail guns) in space, on the ground or at sea.

It says a cat scanner satellite, forming computerized images from X-ray photographs, could detect any attempt to camouflage weapons mounted on satellites. It would have to be deployed by an international monitoring agency, because inspection of one nation's satellite by another's might be mistaken for a satellite attack.

The Council's study, however, recommends continued laboratory research into ballistic missile defence technologies. But it opposes a full-scale US-Soviet competition in outer space, and says the

SDI budget could be cut by more than \$25 billion in development costs over the next five years.

The study says an SDI deployment ban, as it proposes, would allow the Russians and Americans to make huge cuts in strategic offensive weapons on the lines discussed at Reykjavik.

Meanwhile, the White House yesterday welcomed the appointment of Mr Yuri Vorontsov, the First Deputy Foreign Minister, to succeed Mr Viktor Karpov as the chief Soviet arms negotiator. Mr Larry Speakes, the White House spokesman, noted this was "in the interest of more active and dynamic work" at the talks, and said the US attached the "highest priority" to the negotiations.

He emphasized, however, that Mr Max Kampelman would remain the US negotiator, and said he enjoyed President Reagan's highest confidence.

The US negotiators may remove a potential obstacle at Geneva, if the Pentagon agrees to a State Department call to drop its suggested ban on long-range mobile missiles.

The State Department believes such a ban, which many say would make agreement with Moscow impossible, is also inconsistent with US plans to develop two new mobile missiles, the Midgetman and the MX. They say that continuing to propose the ban damages the Administration's credibility with Congress, which has generally supported the Midgetman.

Senior civilians in the Pentagon, however, want such a ban, noting that both the two new missiles being deployed by the Russians are mobile. The ban, which is strongly opposed by Moscow, is also seen here as a tactical counter to new Soviet demands that cruise missiles launched from bombers and submarines be banned. But Moscow has since dropped that demand.

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## SPECTRUM

# Queuing up for the retail revolution

Britain is about to enter a new era in shopping. Developers are battling to build five mega-centres next to the M25 and the leader in the race is Lakeside in Essex, where a public inquiry opens today. Meanwhile MetroCentre, a huge drive-in centre on Tyneside, is already open and showing the way. Terence Bendixson reports

Shoppers who today go into town to buy clothes or shoes or jewellery are about to change their ways. Lured by convenience and lower prices, they will soon be on their way out of town to a new generation of huge shopping and leisure centres.

The revolution has already started on Tyneside where the MetroCentre, Britain's first, full-blooded, out-of-town high street, is open. It consists of 7,600 free parking spaces surrounding 140 shops, including a Marks & Spencer bigger than either of the company's Oxford Street stores, and a stylish House of Fraser department store that is full of designer clothes.

The first two stages of the MetroCentre were opened by Nicholas Ridley, Secretary of State for the Environment, last October. This year a 10-screen cinema and an indoor fun palace will be added to the attractions.

This year will also see the opening of Britain's second giant regional shopping centre at Rotham. It will draw in shoppers from Sheffield, Doncaster and Barnsley.

The man behind the MetroCentre is John Hall, a charismatic Geordie whose father was a miner and who, himself, started down the pits as a mining surveyor.

"I was in the right place at the right time," Hall says. "Today we are seeing fundamental changes in society. People are buying different goods from those they used to and they are buying them in a different way."

"They do it now by motor car and the city centre does not cater for the motor car. There isn't the space."

Hall is passionately committed to the revival of Tyneside's economy and the self-esteem of Geordies. He sees the MetroCentre, which has erased 115 acres of industrial dereliction and attracted the investment of £250 million as a key part of this revival.

"We have done £70 million's worth of construction work here in 20 months. That is faster than the Americans build," Hall says. He is equally proud that Marks & Spencer, who are employing 600 people, took on more than 275 people who did not have a job when they were recruited. But most of all he is proud to be offering the 1.3 million residents of Tyneside a new experience ahead of everyone else in Britain.

"The MetroCentre is not just about shopping. It is about how people spend their leisure time. What I have tried to do is bring the outdoors indoors, to create the



Thinking big: John Hall (left), the man behind Tyneside's MetroCentre — "I have tried to bring the outdoors indoors". Above, Peter, Lesley and Karin Hills put his claim to the test

sort of atmosphere you get in a square in a town in Portugal. "If you go into the Eldon Square shopping centre (in Newcastle) there is hardly anywhere to sit down. Here you can sit in the garden court, you can stroll, you can have something to eat — I see food as part of leisure — and later this year we will be opening a spectacular entertainment centre for all the family."

This part of the MetroCentre, which is costing £60 million, will include a multi-screen cinema, worlds of fantasy based on castles, rides and computers and a palm court where a dozen caterers will offer dishes reflecting the cooking of different European and Asian countries. Entertainers and bands will add stars and sparkle to the funfair and keep the MetroCentre alive in the evenings when the shops will stay open until 8pm.

Hall took an option on the site of the MetroCentre in 1980 when it was still a lunar landscape covered with power station ash. It took him four years of cajoling to get the retailers to back him. "It all came together in 1984. By then the site was in an Enterprise Zone. That year the Department of Transport agreed to build an access road (for £1.75 million). Carrefour signed up for a hypermarket and Marks & Spencer decided for the first time to go out of town," Hall says.

On first sight the MetroCentre is a shock. It is huge — 600 yards of dark red brick buildings topped by glass pyramids and picked out here and there by the illuminated names of well-known high street shops.

Inside is a lofty, skylit mall in which shoppers can stroll and sit



There are trees, pavement cafes and hand-barrrows where latterday Eliza Doolittles sell fudge, toffee apples and fruit juice.

What John Hall sees as part of the economic renaissance of Tyneside others forecast will turn the centres of Newcastle and Gateshead into deserts of decay. Already Clayton Street is said to show signs of death. Once a respectable part of Newcastle's shopping centre, it is now an array of cut-price cigarette outlets and

gambling parlours, swept by the smell of stale frying oil.

Dr Russell Schiller, head of research at estate agents Hillier Parker, confirms that an overall loss in trade in old city centres is likely to follow the opening of out-of-town shops. But drawing on the American experience, he says that big cities and places of architectural and historic distinction will suffer least while drab city centres may face severe collapse.

This bodes well for Newcastle,

with its distinguished Grainger and Dobson classical facades, but ill for Gateshead, which only students of the brutalist concrete architecture of the 1960s would regard as worth a detour.

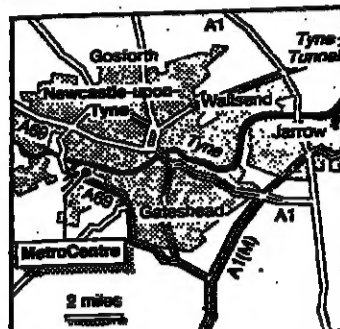
John Hall does not seek to hide the impact of what he is doing. "City centre retailing will never be the same again. The decision of Marks & Spencer to move some of its activities out of town is historic. The secondary shopping streets in Newcastle are in decline

and nothing will stop it. I would accelerate the process and create enterprise zones in inner cities."

Mr Nicholas Ridley, the Environment Secretary, agrees with him. He is intent on "reviving cities as places where people want to live." And he is going to set up more Urban Development Corporations to do it. The conversion of former shops into flats seems likely to follow. It is beginning to happen in Newcastle, in Clayton Street.

## METRO SHOPPING

- MetroCentre is the biggest drive-in shopping centre (115 acres) in Britain — twice the size of London's Brent Cross. It has:
- 140 shops (1.8 million square feet of buildings)
- 7,600 free parking spaces
- 1.3 million customers within 30 minutes
- The biggest Marks & Spencer in Europe (93,500 sq ft)
- Created 6,000 jobs
- Total investment by 1990: £250 million.



'I like it. I'm coming back'

Eleven o'clock on Saturday morning: the Hills family is ready to go to Tyneside's MetroCentre for the first time. Peter (director of the transport operations research group at Newcastle University) approaches the centre from the countryside, a tactic aimed at outflanking shoppers coming out from Gateshead and Newcastle.

As it turns out, there are no queues at the turnoff from the A69. It is the 6,000 parking places surrounding the shops that are jammed.

After hunting fruitlessly for a slot near Carrefour, Peter ("they need information systems to tell you where empty spaces are") drops wife Lesley and daughter Karin and parks 600 yards away, close to Marks & Spencer.

He then heads back through the lofty, skylit mall, and finds Lesley and Karin pushing a trolley. Lesley says that some of the grocery prices are lower than in her Gosforth supermarket, but mostly because of twinning.

At the checkout Peter offers to push the trolley across the car park while Lesley and Karin explore the other shops.

They meet later for sandwiches and salads at the Circle Restaurant, a temple of silver and white 1986 retailing design surrounded by Miss Selfridge, Wallis, Dolcis and other shops in the Searns group.

Karin pops over to have a consultation at Hairworks. Then, after lingering over cups of coffee, refilled by waitresses as carefully groomed as their surroundings, the family returns by way of M & S. Looking over her shoulder at the centre Karin says: "I like it. I'm coming back."

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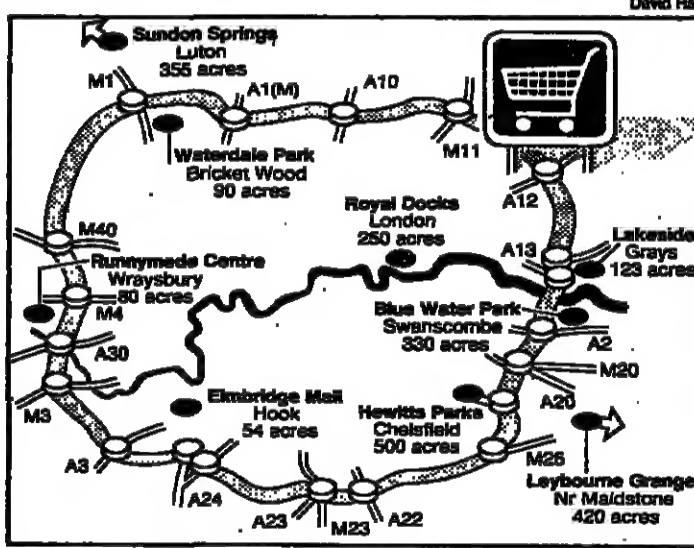
## RING ROAD TO RICHES FOR THE WASTE LAND ENTREPRENEURS

London's M25 motorway is the ideal location for out-of-town shopping centres. It promises access for millions living in suburban London and the adjacent Home Counties. Five M25-based schemes have already been announced (see map).

Dr Russell Schiller, head of research at Hillier Parker, the estate agents, believes there is scope in Britain for "a maximum of around 35 to 40 full-sized regional shopping centres" and that of these one third will be in and around London.

So far none of the London schemes has received planning permission. All will require the blessing of the Secretary of State for the Environment and several have been "called in" for his decision. The developer who gets his permission and lives up shops like Harrods and Aspreys will change for ever the way people live and shop in the metropolis.

Mr Nicholas Ridley, the Environment Secretary, does not believe he can arrest this revolution. "It is a bigger force than I



It is a mistake to say that I must stop it or that it can be stopped. Examples from all over the world show that it can't. It can be accelerated by traffic congestion. It can be slowed down by improving traffic flow but I don't think it can be stopped with the

powers that government has," he said in an interview.

He is scathing about the ways in which local authorities in historic towns have tried to accommodate cars. Of Cheltenham, just outside his Cirencester and Tewkesbury constituency, he

says: "I never go there. It is intolerable. It is an absolute jungle. It is impossible to find your way around. It is impossible to park. The traffic circulation is a disaster. It is a city that has been ruined by traffic engineers making appalling mistakes."

Mr Ridley does, however, have powers to stop shopping centres from being built on England's green and pleasant land and for steering them on to sites once occupied by suburban mills — and he proposes to use them.

He says that if a centre was proposed on "some old sidings on the edge of an industrial town it would be very hard to find any reason against it. It is a good use of land to put a derelict site back into proper use."

But what if the development was in a green belt? "If it was I would be very conscious of it. I would be almost bound to follow green belt policy," he says.

For developers the message is clear. Follow the example of Mr John Hall on Tyneside. Seek out the waste lands and the retailing revolution will go ahead.

## CONCISE CROSSWORD NO 1154

ACROSS

- Watery lodge builder (6)
- Muslim salute (6)
- Ulmus (3)
- Norseman (6)
- Uncover (6)
- Lake (4)
- Pole great circle (8)
- Testing place (7,6)
- Beiric (8)
- Deprivation (4)
- Leaf vein (6)
- Exemplify (6)
- Fuss (3)
- Dull (6)
- Gold lump (6)

DOWN

- Banish (5)
- Unseen commentary (5,4)
- Therapy course (7)
- Shut (5)
- Cut back (3)
- Choose to refrain (7)
- V-I (9)
- Town dwelling (5)
- Edge along (5)
- Usual procedure (7)
- Hinge socket half (7)
- Relieve from (3)

SOLUTION TO NO 1153

ACROSS: 1 Hubbub 5 Bery 8 Hairy 9 Nostril 11 Sanction 13 Jiff 15 Hesperian 18 Howl 19 Agnostic 22 Taverna 23 Bunal 24 Bran 25 Dapper

DOWN: 2 Union 3 Bay 4 Bank of England 5 Boss 6 Version 7 Whisk 10 Left 12 Toss 14 Buro 15 However 16 Chat 17 Scald 20 Tense 21 Grim 23 Bap

This week two groups of artistic youngsters will make their London debuts — after a little help

## Stairway to stardom

At the age of 77 most of us expect to be more than a decade into an idle retirement. But not Joan White.

After almost 60 years of a distinguished career on the stage, she is not content just to take occasional parts in television series and commercials, but has started a venture to help struggling newcomers to her profession. The result promises to be some very watchable drama and an intriguing glimpse of some stars of tomorrow.

The Next Stage Company aims to provide young actors, and actresses just out of drama school, with a leg up the ladder. For many, without any reputation or contacts, the only alternative can be years on the dole or working in hamburger bars.

Says Joan White: "As an out-of-work actor you could practise your craft at rehearsals at the Actors' Centre and so on, but what you have to have if you're an actor is an audience." Joan's idea is to put on live productions which will act as a showcase where talent scouts and agents can see drama school graduates. After three weeks of intensive rehearsals on a modest budget, Noel Coward's *This Happy Breed* opens tomorrow at St Augustine's Church Hall in South Kensington.

As well as directing the play herself, Joan has done all the organizing, casting, fund-raising, and publicity. She has also attracted an impressive array of support.



Guiding light: Joan White and her cast of young hopefuls

The Associates' Committee of RADA, a group of distinguished graduates, has given the venture its backing; such names as Mike Leigh, Valerie Hobson and Joan's former pupil Sylvia Sims are involved, and Kensington borough council has provided a small grant. Noel Coward's former manager, Francis Howard, now 80, will be taking the money at the door. The vicar of St Augustine's, Kenneth Hewitt, has given Joan a lot of encouragement and has let her use the hall free.

The greater part of Joan White's career has been spent in the much more elaborate surroundings of "big time" theatre. She moved to Canada in 1956 and later to the United States, sometimes directing, sometimes managing theatres, and in between playing countless parts such as Mrs Higgins in the nationwide tour of *My Fair Lady*. She has now settled back in London and only a few weeks ago appeared in Dennis Potter's much-acclaimed television series *The Singing Detective*.

Joan's cast are bubbling with enthusiasm for the project. With luck there will be plenty more opportunity for actors to learn from her. Next Stage expands, as she hopes it will, to four productions a year. This is dependent on finding more money and volunteer support.

Rory Johnston

*This Happy Breed* plays at St Augustine's Hall, Queen's Gate, SW7 from January 14 to 16 at 8pm, and at St Mary Newington, Kennington Park Road, SE11, on January 17 at 7.30.

## Sound of success at job centre

Flautist Martin Feinstein told the man in the job centre: "I would like to create a classical music quartet. And I would like some help, please."

The outcome of this novel approach to the Manpower Services Commission last summer may be viewed tonight when the Feinstein Quartet makes its London concert debut in the Purcell Room at the South Bank Centre.

Feinstein, a graduate of the Royal College of Music, recalls that the initial response to his request was one of scepticism, bordering on incredulity. "They said right away they didn't think it was a viable business proposition. I suppose they were more used to people starting cement factories or things like that, and regarded artists as frivolous."

However, his credentials were impressive — a pupil of Karlheinz Zoeller, solo flautist of the Berlin Philharmonic, and he had been playing regularly with the Tibor Varga Chamber Orchestra and the Hamburg Symphony.

"In Germany, there was lots of money around and people said I was crazy to return to Britain, because there was no work here. But I was homesick, so I thought I'd come back and try something new."

Feinstein's initiative was duly rewarded with £40 a week and financial advice from the commission's enterprise allowance scheme; a £1,200 loan from a sympathetic bank manager, and 1,100 second-class stamps from the Post Office to distribute publicity.

Within a few weeks, he had recruited a Scottish pianist, who was playing recitals in a London hotel; a percussionist, who began her career with a brass band in her native



Hitting the right note: flautist Martin Feinstein

Yorkshire, and a professor of double bass at the Royal College of Music.

"I think it's a unique classical formation," Feinstein says. "Our aim is to concentrate on 20th century music, basically classical but with a jazz orientation."

Extra financial help came indirectly from Greater London Arts, which provided £1,200 for the quartet to commission a work by the composer Edward Shipley. The piece, *Cabaret*, receives its first performance tonight.

Financial security remains moderate, however. An amount almost equal to the bank loan has been required to stage the London debut, and Feinstein estimates that a full house will be necessary to break even. The other mem-

bers of the quartet have agreed to play the concert without payment, in the hope that favourable reviews will attract further bookings and ultimately an equal share of the profits. The quartet has so far received five firm bookings.

Rehearsals have been taking place in the ground-floor music room of pianist Nigel Hutchinson's flat in north London, with dubious accompaniment by British Rail, as the building is on a main line from Euston station to the north.

Martin Feinstein, son of the poet and novelist, Elaine Feinstein, is unperturbed: "We're really very lucky to have a place big enough to get together. You hardly notice the trains after a while."

Hutchinson, who studied at the Juilliard School in New York, has given recitals in several European countries, and recorded chamber music for BBC Radio Scotland and Radio Vaticana in Rome.

Percussionist Rachel Gledhill is continuing her studies at the Royal College of Music, and playing with various chamber orchestras, while Michael Britain has been combining his academic career in double bass with free-lance engagements with all the major London orchestras.

The quartet has received five firm bookings so far, and is hoping success on the South Bank will attract regional engagements. Feinstein says their artistic innovation has been only marginally constrained by their sponsor — a standard condition of the enterprise scheme is that they do not pose naked. Fortunately, they prefer to perform in concert dress.

Gavin Bell

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## FASHION by Suzy Menkes

## Weaned from jeans

Is there life after blue jeans? An entire generation has been weaned on denim, brought up on casual clothes and lives in trousers. Yet the fashion trade is now pinning its hopes on the skirt.

A variety show of different lengths and widths will be opening across town after the sales. Already the puffballs of fabric and the short mini crinolines are luring women away from pants and, after a decade of androgyny, trousers for women are slipping out of high style.

But are we ready for the revolution? An older generation — of both sexes — never quite came to terms with casual dressing and has made fashion anarchy more orderly, with artfully matched separates. Now anyone born in the 1960s is being asked to do the reverse: to believe in tailored suits and lady-like outfits instead of blue jeans and black leather jackets.

Dressing up is hard to do and we need a halfway stage between the easy jeans and sweats and the more demanding clothes, as well as clothes for the cusp of winter and spring.

The jeans people, who still preside over a mighty empire, have come up with black denim. This month Levis start a TV campaign to persuade us to get in the black, and other casualwear companies are promoting any colour denim — as long as it is not blue.

There is inky-black black or anthracite grey. Whistles shops have an even more sophisticated bitter chocolate. Katharine Hamnett, high priestess of youth style, is backing denim in sugar pink, pearl grey and bleached white.

The best of the denim — and especially the black — comes as flirty skirts and fitted jackets that go with graphic cotton knits for spring and with woolies for winter. Miss Selfridge, the Next Too branches and the sharper high street shops all have the new looks. Skirts are mostly flared and tiered rather than puffed, with the short skinty tubes outnumbering longer swirls and circles of fabric.

The layers of leggings and ski pants under oversized tops are being ousted by more shapely outfits worn with opaque wooly tights now and bare legs when we dare.

Other transitional clothes follow the same pattern of new shapes in familiar fabrics. The cotton jersey stretch materials that have dominated the 1980s are now being made into more grown-up clothes, such as prim dresses that shadow the line of the body.

Wool, cotton and man-made jerseys also take the strain off wearing tighter and more fitted clothes. The

stretchy tube skirt is a wearable alternative to leggings and ski pants, and a topic top or pleated skirt to an oversized sweater.

Clothes for the young seem to be characterized by a streetwise decadence with a predatory sexuality that mother wouldn't like, or by the older world's innocence of Laura Ashley. Between these two extremes are sporty separates in bright colours, following Benetton's lead.

The madcap skirts offer a genuine alternative. The bubble gathered on to a band of knit at waist and knees, or the denim ruffled from the hips in mock flamenco style, are fresh and fun. They can give a much-needed fillip to a drooping winter wardrobe when spring still seems so very far behind.

Top: Black and white gingham cowgirl skirt £19.99; black denim fitted jacket £27.99; both from Miss Selfridge, Duke Street, W1 and branches. Copper bracelet £6.99 from Flash Trash, 269 Regent Street, W1. Suede sling-back wedges £39.99 from Hobbs, South Molton Street, W1 and branches.

Above: Soft cotton tan-coloured shirt with black hieroglyphic print £27.99 from Warehouse, 18 Argyl Street, W1 and branches. Flirty skirt in three tiers of cotton jersey by Monic, £24.95 from Fenwick's, New Bond Street, W1 and Brent Cross.

Right: Black denim ruffled Carmenita skirt £16.99, chambray cowgirl shirt £22.99, both from Miss Selfridge. White cotton polo-neck sleeveless top £24.99 from Hobbs. Black rubber brooch £9.99, silver medallion earrings £14.99, both from Flash Trash. Black shoes with studs by Miss Maud from Rayne, Old Bond Street and branches.

Far right: Chocolate brown cotton jersey dress with cream flower pattern, £30.99 from Next branches. Tortoiseshell hoop earrings £6.99 from Miss Selfridge, London branches only.



Make-up by Daniel Sandler. Hair by Debbie Horgan at the Daniel Galvin Colour Salon. Photographs by TONY McGEER

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## PEOPLE

## Hi-tech closures?

The rising sun of Japanese fashion design seems to be sinking in the West of London. After less than a year's trading, cult Japanese fashion shop Comme des Garçons for men is closing down. Fashion entrepreneur Peter Bertelsen opened Comme's minimalist boutique last year, in the upcoming Brompton Cross area, along with a hi-tech emporium, by architect Norman Foster, for Katharine Hamnett.

Fashion king Joseph Ettedgui is also turning his back on the Japanese: his Sloane Street shop devoted to Yohji Yamamoto is also closing — to be made over by the ubiquitous Norman Foster for the dynamic Californian company Esprit.

Comme's Rei Kawakubo, who launched Gruyère cheese sweaters and asymmetric oddities on an unsuspecting fashion world six years ago, was first introduced to London by Joan Burstein of Browns, who has now gleefully taken the menswear collection back.

Japanese are unbendingly purist about their clothes. In New York, Rei bought back her Comme SoHo shop to do

it her way. Yohji, who turned down the offer of his friend Joseph to open a smaller shop, is currently planning his own London store.

I was surprised to hear that Richard Chamberlain was getting into a Mississippi swamp for London's original fashion shop *Workers for Freedom*. It turns out to be the painter, not the actor, who is working on the Mississippi mural for *Workers* N.Y. shop opening within Bergdorf's next month, with Tatiana O'Neal and Cher at the opening bash and *Interview* magazine spreading the word.

The news of Bruce Oldfield's literary promise, reported on this page last week, seems to have reached the book world even before Bruce's fashion bible hits the stores this spring. I hear that Bruce, known for his generous support for the Barnardo's homes which brought him up, has joined the judging panel of the Whitbread Book of the Year.

Any doubts that Bruce might be more familiar with the printed word in *Vogue* than with the writing offered up for the £18,000 award, are silenced by the literary range of his fellow panelists who include that political animal Ken Livingstone and the Archbishop of Canterbury, Dr Robert Runcie.

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## THE TIMES DIARY

### Another apple cart

Central Television, responsible for *Spitting Image's* controversial puppet of the Queen Mother, risks courting the charge of *lèse-majesté* once again. I understand that amid some secrecy the company is planning a situation comedy about the hectic life of a private secretary to an unspecified member of the Royal Family. The project, still in its early stages, is the brainwave of two advertising executives and will feature Joanna Lumley in a lead, though not royal, role. A pilot could be aired as early as April. Ms Lumley assures me the programme will be made with the sensitivity due the subject. Though Conservative MP Winston Churchill yesterday called the project "tasteless and boring", Buckingham Palace seems relaxed enough about the prospect. The Queen's press secretary, Michael Shea, told me: "There are amusing incidents here, all right - none of which could talk to you about." Whatever can he be thinking of?

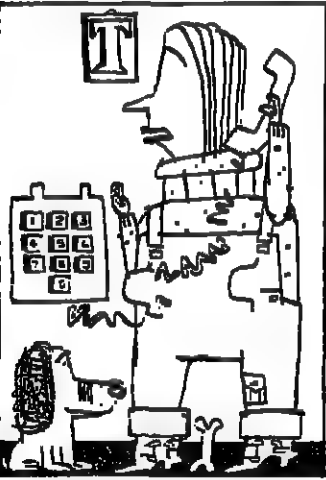
### American Hero

Oliver North, President Reagan's former national security aide, is quickly being woven into the rich tapestry of Republican history. At a conference held in London at the weekend by the right-wing group Western Goals UK, Trygve MacDonald - whose congressman father Larry was on board the Korean airliner shot down by the Russians - gave his own verdict on Irangate. "History will show that Oliver North and J. Gordon Liddy were American patriots," he said. Liddy, of course, was the mastermind who went to gaol for the Watergate break-in.

### Fine fellers?

Tree fellers carrying out the Department of Environment's dubious work cutting down Hampton Court's old lime trees appear to be ignoring safety guidelines. The Department of Environment says that park keeper George Cooke has warned the men about not wearing specially reinforced trousers, gloves and boots when chain-sawing the 130 trees in the Great Fountain Garden. The contractors' managing director, Michael Dalrymple, admitted yesterday that his men did not always use all the safety clothing provided. Actor Marius Goring, chairman of the local residents association, said meanwhile that the felling was as ludicrously unnecessary as the commissioning of reproduction furniture for Chiswick House, revealed here yesterday. The trees are being chopped not because they are unsafe but because, according to environment minister William Waldegrave, their "ragged" appearance is spoiling the appearance of the formal garden.

BARRY FANTONI



"A pile-up on the M1? Thank heavens - I thought you'd driven into a nuclear convoy."

### Beducation

The latest foray into the education debate comes from a highly unusual source: the bedmakers, Dunlopillo. The company has commissioned a Gallup poll which shows that 80 per cent of teachers are concerned about the amount of sleep their pupils receive. This is attributed mainly to late nights and too much television - not areas on which a bedmaker can easily cash in, you might think. But Dunlopillo has managed the feat. "Parents can help their kids get a good night's sleep by giving a little thought to their children's sleep needs," says marketing manager Malcolm Newlyn. "Never give your child your old bed when you buy a new one."

On the menu at Malmaison's Hungarian restaurant in Hampstead: "Today's Special - Egg on Ronay."

### All gas...

With pensioners reluctant in this bitter weather to switch on their electric fires, one might have thought that agencies dealing with old people would welcome offers of help. Not a bit of it. Olga Calnan, of north London, wanted to donate a spare Calor gas heater with a full spare cylinder to an old person and set her for the Camden social services department. "It's quite a good offer, really," she was told, "but we can't collect it." Miss Calnan explained that she had no transport. "Then we can't help you," came the reply. Undeterred, she turned to Age Concern, who told her that because gas heaters are expensive, only blow heaters are given out. Miss Calnan is sure that somebody would love to have the heater, but doesn't know where to turn next.

PHS

# To float — or row together?

After the weekend upheaval, Rodney Lord weighs EMS drawbacks and advantages

Full membership of the European Monetary System, like hereditary peerages or Sunday trading, has become an article of faith. You are either for it or against it. For EMS enthusiasts the last seven days have been a bad time.

The sight of Jacques Chirac and the West Germans entering a public shouting match, spending billions of dollars of their reserves and then being forced to underwrite speculators' profits by agreeing to revalue the Deutschmark is not a good advertisement for currency stability. At times like these Britain and other countries which learnt the disadvantages of fixed parities so painfully in the late 1960s and early 1970s are reminded why it was they floated their currencies in the first place.

Mrs Thatcher will have noted that for the German government the currency crisis has struck at the least convenient moment. With an election less than a fortnight away, the chancellor, Helmut Kohl, has been very anxious not to impose a further competitive handicap on German industry by revaluing. Not only has he failed to prevent this but he has lost to the French in a highly public argument about whether the mark should be revalued or the franc devalued.

The idea that being inside a system of fixed parities will help to

protect currencies *vis-à-vis* one another has also received a knock. For this was a crisis provoked by dollar weakness as much as by weakness in the franc. It is true that the sight of strike-bound railways and the French government capitulating to the students has dented the firm image which Chirac would like to project. But the franc had already slipped a long way against the mark as people fled the dollar and found a new home in the German currency. While the dollar was strong between 1983 and mid-1985 the EMS was relatively stable.

Being inside a D-mark currency bloc like the EMS does not of itself solve any of the problems of economic management. France, not being an oil producer, has not seen as big a fall in the franc during the past nine months as Britain has in sterling. But yesterday's rate against the mark after the weekend realignment and the previous realignment last spring was still 7½ per cent lower than the average level for last March - quite enough to raise concern about the possible consequences for inflation. As pressure developed last week, France,

Belgium and Denmark were all forced to raise their interest rates, some more than once, just as Nigel Lawson was obliged to raise base rates in Britain in October during the last bout of sterling weakness.

The weekend events have shown again what being part of a D-mark bloc means. The Germans could have chosen to relieve the upward pressure on the mark by cutting their interest rates as the US, and more recently France and other countries, have urged them. By relaxing monetary conditions a little they would have reduced capital inflows and stimulated their own rate of growth, helping to right the enormous trade imbalance with the US and some of the EMS countries.

Instead they chose the "sound money" option of keeping real interest rates relatively high to squeeze what they regard as excessive growth in the money supply. Far from taking the opportunity to indulge in some pre-election pump-priming, there is no chance of a cut until after the election. Living inside the EMS with German instincts like these does not look like fun.

On the other hand to say that full EMS membership is not a soft

option does not mean that it is undesirable. Markets like it just because it imposes discipline. City salesmen selling British securities abroad are invariably asked: when is Britain going to join the EMS? Membership does not mean that every member country achieves German-style inflation; but it does give member currencies a bit more short-term protection from fluctuations and it constitutes a clear statement about a country's economic aspirations.

Clarity is the main argument in favour of membership. In principle a country should set its own economic and monetary objectives tailored to its own balance of political conditions and stage of economic development. Simply to link one's economic management to someone else's is clearly second best. But the fact is that setting out and interpreting clear monetary objectives has proved very difficult. Most commentators (though not all) would agree that the present growth in the money supply above the government's target does not of itself indicate that monetary conditions are too loose. But if it does not indicate that what use is it?

EMS membership is best seen not as a touchstone of faith, but more sceptically as a second best which, on balance, is better than the alternatives.

## George Brock assesses the effect of the Natal indaba on the South African election

Johannesburg

The election which President Botha will formally announce at the end of this month will be strange even by South African standards. The first since the creation of the tri-racial, "reformed" parliament, it will nonetheless be for whites only. It will be the first election to be held since the imposition of an indefinite state of emergency and, because of new curbs on the opposition voices on both left and right will be muffled, perhaps muzzled. The election will also be Botha's last - he was 71 last weekend.

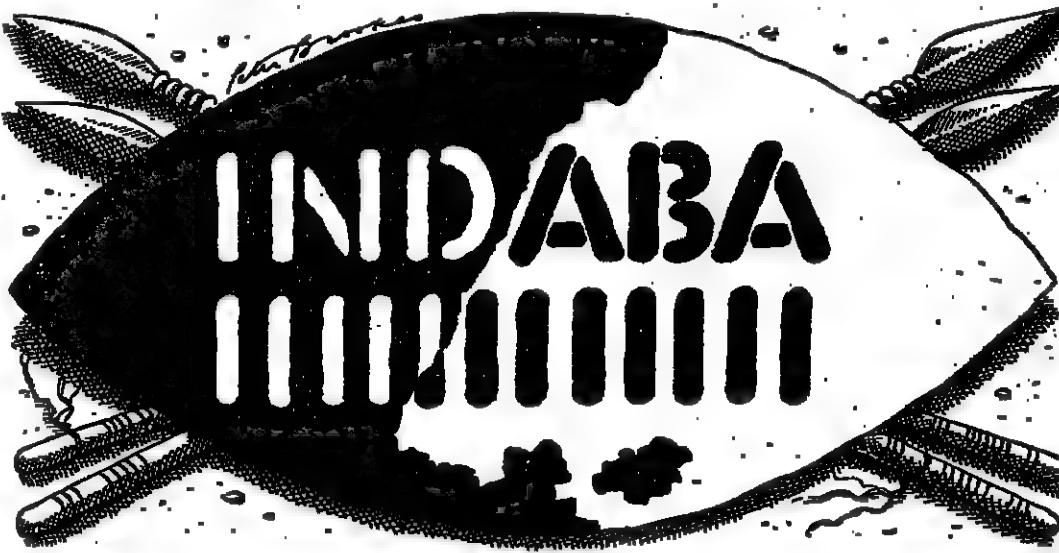
It is against the background of this election, which will provide a test of the mood of white South Africans, that defenders of the agreement reached at the eight-month KwaZulu-Natal "indaba" will today present their plans to the government. The indaba (Zulu for a tribal assembly) gathered together an unusually wide range of local political, business and cultural organizations to construct a plan for multi-racial government. They agreed an outline which was an ingenious combination of one-man one-vote majority rule with cast-iron protection for minorities. Two days after the proposals were put last December, Stoffel Botha, Minister for Home Affairs and leader of the governing National Party in Natal, rejected them as unacceptable.

Since then the government has kept its peace, save for saying - through Denis Vorster, its London ambassador - that the matter is not, in fact, closed. Chris Henric, Minister for Constitutional Development and Planning and a leading candidate to succeed Botha, may not take matters much further today. He is likely to ask for more time to consider the details; no real response can be expected until after the election, which will probably be in May.

Meanwhile the indaba ideas will colour the election campaign since the opposition Progressive Federal Party has adopted them as a plank in its campaign. The "Natal Option" has also reverberated widely outside South Africa. It has been commended by George Shultz, the US Secretary of State, who is beginning to warm up America's relations with the banned African National Congress. In its recent policy statement marking its 75th anniversary, the ANC went out of its way to warn blacks and whites that the proposals were a snare and a delusion.

The indaba scheme has been described as a model for the future of the whole of South Africa. But the odds against it being implemented in Natal - let alone in the country as a whole - are formidable, as obstacles confront it on all sides.

The indaba is essentially the brainchild of Chief Gatsha



## A black-white plan that leaves Botha exposed

Buthelesi, chief minister of the KwaZulu homeland and leader of the Zulu Inkatha movement, and his local white allies. Over several years, Buthelesi has brought together black and white representatives in Natal, originally on the Buthelesi Commission, then in negotiations between the KwaZulu government and the provincial administration, and finally at the indaba.

This rapprochement, unusual for South Africa, was assisted by the fact that Natal is different from the other three provinces in two crucial respects. Its black population (particularly outside Durban) is dominated by one tribe, the Zulus, and its white population is dominated by English-speakers and not Afrikaners. The National Party holds a lower proportion of the seats there than in any other province. After the election they may be in a minority.

The applicability of the indaba proposals outside Natal has to be judged against these unique factors. As it is, the indaba faces opposition even to local implementation on two fronts. First from the government, which may not necessarily dismiss the proposals out of hand but at the very least will attempt to amend them. The prospect of having of Natal to become an internationally acceptable autonomous province at no real political loss to the National Party must hold some attractions

for a government which still betrays signs of wanting to be able to show the world progress towards stability and harmony.

But the indaba agreed a Bill of Rights which would render every racially-based law (such as the Group Areas Act) unconstitutional and would also dismantle most of the unaccountable security powers which Pretoria has built up to suppress black resistance. It remains highly improbable that such a government could tolerate such a precedent.

From the radical side, the indaba faces the hostility of the ANC's legal shadow, the United Democratic Front (UDF), whose base of support lies among Natal's Indian and Xhosa minorities. There is a long-standing enmity between Inkatha and the ANC, fuelled by a steady stream of allegations and counter-accusations of political violence. The UDF did not join the indaba; some of the opposition simply reflects UDF resentment of the fact that Buthelesi has broken his national pattern of support.

But there is also a large difference between political aims. The ANC/UDF campaigns for one-man one-vote; no more, no less. Its commitments to multi-party democracy - even in the expanded form issued by the ANC in Lusaka last week - are too heavily qualified to be reassuring. Hence the stress laid by the indaba proposals on protection for minorities.

ities. Any progress made by the indaba with the help of the government will be dismissed by the ANC as collaboration.

The indaba's greatest influence is likely to be on the balance of power in black nationalist politics. It is already clear that large sums of corporate money are available to promote the indaba ideas, possibly in an option referendum throughout Natal. The organizers are asking the government to hold an official referendum but the request seems unlikely to be granted unless the government is confident of defeating the ideas. The sum of money offered reflects the fact that the corporations faced with pressures to disinvest would most likely stay - to continue taking advantage of South Africa's economic benefits of cheap labour and advanced infrastructure.

As some unknown future date, the leading black nationalist group (the ANC) is going to have to negotiate with Buthelesi. Buthelesi's power is strong and cohesive locally, but weak across the rest of the country. If, with the relative harmony of the indaba negotiations behind him, he can hold out to white-managed companies the prospect of a Natal which might be a more congenial place than the rest of South Africa under majority rule, then he will hold a powerful bargaining card. It would not allow him to dominate the ANC; but it would help prevent the ANC from dominating him.

At present, however, it is the white Nationalist government in Pretoria with which the indaba must deal. "You might ask," said Professor Desmond Clarence, the indaba's chairman, "how I can be so naive as to think that a government which has sat on Group Areas Act reform for two years and now shelved it will suddenly up and say OK to the indaba? To this incisive rhetorical question Professor Clarence himself has, so far, no answer.

## Beating a path to Freeport Stanley

As George Younger, the Defence Secretary, makes his first trip to the Falklands, Robert Miller suggests a novel answer to the islands' problems

Atlantic, however, a zero tax regime and free port status would require certain preliminary steps. It might surprise and even alarm British ministers to learn that the first step has already been taken with the imposition of an exclusive fishing zone and a system of fishing licenses. Spain and Poland have already applied for licenses.

Such a fisheries zone, if sensibly administered, could provide a revenue of up to £7 million a year, giving the Falklands government the approximate equivalent of its current expenditure. That would enable it to carry out the bold experiment of abolishing all forms of taxation.

Personal income tax in the islands is already relatively low by British standards, but corporations are subject to a 50 per cent profits tax after allowing for the "tax holidays" permitted for newly established businesses. A zero tax regime for companies and individuals alike would make the Falklands unique and difficult for any other country to emulate. It would tempt investors and new residents alike to compensate for the high cost of transport.

Such measures would require

the Falklands Legislative Council to introduce tax haven and banking secrecy laws, modelled perhaps on those of the Cayman Islands. While there is no guarantee that the brass plates of banks and insurance companies would proliferate in Port Stanley to the same extent as in George Town or St Helier, no harm can come from providing the necessary conditions. At one time a financial services industry in the sleepy islands of the Caribbean must have seemed equally fanciful.

In addition, the Falklands could receive free port status on the lines of Hong Kong, making them attractive as a processing centre and even as an entrepot for Africa and Latin America.

An additional possibility would be to make the Falklands a "flag of convenience" centre. There is already great competition for ship registration, with many owners transferring the registration of their vessels to low-tax areas like Kerguelen and Spitzbergen, itself neither convenient nor balmy. Owners can then sidestep union rules and employ seamen where they can be found most cheaply. Thus registration in Kerguelen

allows a French shipowner to employ a 75 per cent non-French crew. The Falklands could be equally competitive.

These policies would not necessarily provide jobs in great numbers for the Falklanders. But it is not jobs as such which they are seeking - there is in fact almost no unemployment in the islands - but the relatively small amount of revenue that will enable them to continue their traditional way of life. That amount of revenue might well be provided by nameplates, company registrations and increased trade - all in ways which cannot be now predicted.

All that we can expect is the unexpected. Governments, as Mrs Thatcher has preached nearer to home, cannot guarantee success, but they can provide the framework for people to succeed. If the rapid development of the Falklands is to be a genuine priority, the government should cease to depend upon policies which have been discredited in Britain. What is good enough for Britain is surely good enough for the Falklands.

Robert Miller is an independent economic and financial consultant and the author of *Liability or Asset? A Policy for the Falkland Islands*, published by the Institute for European Defence & Strategic Studies.

John Rae

## The credit side of restraint

Twenty years after the permissive Sixties there are votes in morality. There is nothing surprising or sinister about that. The debate about discipline and permissiveness may be confused but the anxieties are real. All the more so because the Established church has abandoned any serious attempt to address questions of personal morality. Party managers rush in where clerics fear to tread.

British politicians sound uneasy with the concept of morality. We should be thankful for that. The last politicians who spoke of morality with absolute conviction were Robespierre and St Just. If the Tory spokesman at last year's party conference used the word more frequently than they would have liked, it was because they had been provoked at short notice by Kimock's claim to speak for the moral majority, whoever they may be. But it was the Tory party chairman who first made morality a potential election issue when he called last year for a return to Victorian values.

Claiming to be the party of morality can be a dangerous political strategy, as Robespierre and St Just discovered. In the contemporary political context the danger is that an attack on the permissive society may have ramifications that the politicians did not anticipate.

What exactly are the evils of permissiveness that a return to Victorian values is expected to eradicate?

The origins of the permissive society lie not in the 1960s but in Bloomsbury's elitist hedonism half a century earlier. When the members of the Bloomsbury Group rejected Victorian morality, particularly as it applied to sex, they adopted attitudes and ways of living that will sound all too familiar as they are described by the American scholar, Gertrude Himmelfarb: "The elevation of self and the denigration of society, the emphasis on immediate gratification, all contributed to the narcissism and egotism, the perversion and promiscuity..."

What happened in the 1960s was that the way of life of a privileged, intellectual elite was made available to everybody. Life, liberty and immediate gratification was everyone's inalienable right. Permissiveness and promiscuity were democratized.

It has taken two decades for the consequences of Bloomsbury to cause us concern and our anxiety has been intensified by the arrival of Aids. We are looking for scapegoats.

The rising crime rate is blamed on liberals who advocated the abolition of capital punishment, violence and bad language are blamed on television; hoodlums in the street and on the terraces is blamed on the lack of discipline in schools.

The villains are identified as indulgent parents, trendy teachers and clerics. Liberal academics in particular are accused of betraying their trust by turning a blind eye to

or positively encouraging the self-indulgence of the young.

It is this Victorian emphasis on postponing the gratification of desire that the permissive society has undermined. Instant gratification is what we have to expect. Why put off tomorrow what we can enjoy today?

The Victorians would be shocked by our lack of sexual restraint, but they would be equally shocked by our rejection of thrift in financial matters. They would see self-indulgent behaviour and easy credit as two aspects of the same permissive value system.

This is the connection that the chairman of the Conservative Party appears not to have made. His reluctance to recognize the hidden cause of permissiveness is understandable. It was the present government that encouraged the credit society to develop as a way of stimulating demand without increasing inflation. The financial consequences are familiar: we owe £27,000 million for our consumer purchases and have to use twice as much of our disposable income to meet credit commitments than we did ten years ago.

The moral consequences are less clearly understood. Critics of easy credit point to the doubtful morality of encouraging individuals to run up debts they cannot repay. But the much more important consequence of easy money - as the Victorians would have seen at once - is that it undermines the principle of self-restraint. Easy money helps to fuel the very permissiveness that Tory politicians are busy blaming on other people.

For the young, the unequivocal message of the easy credit society is: "If you want it, have it now. There is no longer any virtue in thrift or self-restraint." I cannot believe that is the message the government wishes to communicate.

But there is a common denominator in the promiscuous ethic of Bloomsbury, the permissive "revolution" of the 1960s and this government's endorsement of easy credit. That common denominator is the principle of immediate gratification.

Camille Desmoulins warned Robespierre and St Just: "Let us beware of connecting politics and moral regeneration." The Conservative Party might be wise to heed that warning. If it does want to present itself as the scourge of permissiveness, it ought to be consistent. A policy to discourage immediate gratification in personal morality would be ineffective and hypocritical unless it was combined with a policy to restrict easy credit. There is little chance of any political party promising to do that. As an election issue, morality is fine as far as it goes, but it does not go as far as cutting commercial profits.

The author, formerly headmaster of Westminster School, is now Director of the Laura Ashley Foundation.

moreover... Miles Kington

## When a Wrac is ruined

"I would also suggest that becoming pregnant is a terrible waste of years of precise and vital training," wrote Hilary Macklin in a letter to *The Times* the other day. What he, or perhaps she, meant by training was military training; his, or it may be her, theory is that women with babies in arms do not make the best soldiers. It is a theory which commands respect, and one seldom mentioned in books on having babies.

"Pregnancy causes considerable changes in the nature and temperament of new mothers," says Hilary, with the air of one who knows a thing or two. "These changes may impair soldiering ability to a perilous degree."

How absolutely right he, or possibly she, is, I myself have seen women turn overnight from smartly turned out warrior ladies into soft and useless creatures simply because they had learnt they had a little stranger on the way. I remember a Sergeant Bertha Groat of the Royal Armoured Corps, whom I got to know in a pub on Salisbury Plain where I used to hang around after hours. She was a brisk, no-nonsense, lightly mustached soldier who liked nothing better than to get into her tank and blast bits off Wilshire.

"Why wait for the Russians to invade us?" she used to roar, banging the bar with her tankard. "Just put me and my tank on the road to Moscow, and they wouldn't know what had hit 'em!"

So I was taken aback one day when she sidled up to me, accepted a small Babyboom and asked whether I preferred red or blue wall hangings.

"It rather depends which room you're decorating. I would have thought..."

"It's not a room. Actually, it's the inside of the tank," she said, blushing. "I'm having it painted deep cream and decked out with some Constable prints, and I thought some velvet hangings would make it more comfy, you know."

She was only two weeks pregnant but already she had become useless to the army. So, of course, she had to leave. It's tragic, really, when a trained killer suddenly loses all interest in the art of

remember another sergeant, one Muriel Badger, whose speciality was instructing soldiers in unarmed combat. She claimed that the average British girl should be able to break the arm of any man within 30 seconds of being introduced to him, and on the only occasion that I unwittingly accepted her challenge to some wrist-wrestling, I was in plaster for the next three weeks.

So it came as a shock to everyone when Sergeant Badger suddenly announced the cancellation of her combat classes, to be replaced by a series of encounter groups. At her court martial recruits testified that they had been forced to hug and caress each other, and to hold hands while singing nursery rhymes.

"This court has never heard of such cruel nor such subversive behaviour," said the presiding officer. "How you think you could hope to incapacitate a Russian soldier by singing *Three Blind Mice* at him is beyond me."

"I love the Russians! I love everyone!" shouted the deranged Muriel as she was led laughing from the court.

What mystified everyone was how these and many other women suddenly subject to the same ghastly changes could ever have got pregnant in the first place. How could any man ever have got close enough to such terrifying fighting machines to sneak a kiss, let alone go the whole hog?

If they had known the truth they would have been even more surprised. The Russians were behind it. Yes, the Russians, conscious of the ferocity of the khaki amazons, had actually formed a crack squad of male soldiers whose job it was to infiltrate the British army, become chummy with the girls, disarm them by talking about weaponry and fighting, and then get them pregnant. And once pregnant, their soldiering ability was totally impaired.

How do I know? Simple. I worked for the Russians for a while. That was what I was doing, hanging round those pubs on Salisbury Plain. But it was some time ago now. For the full story you can read my book about those years which comes out shortly in Australia.





1 Pennington Street, London E1 9XN Telephone: 01-481 4100

## WHO DARES LEAVES

After receiving more careers advice in 72 hours than most people get in a lifetime, Prince Edward has made his decision. As it was not the one his family or the Royal Marines might have wished for, it seems likely that he made it for himself. That in itself requires more character than the commandoes could ever have built for him. He has left in the end with some dignity and his choice must be respected.

When George III sent his third son (the future William IV) to sea as a midshipman, it was a daring decision. It enabled the young prince to see far more of the world and its people than most of his royal predecessors. The services still allow contact between Sovereign and subject under secure conditions. Given also the associated virtues of leadership, courage and national service, the armed forces in general and the navy in particular have come to be seen as the ideal solution for a prince seeking gainful employment. But the tradition is far from being obligatory.

It seems in some senses a pity that Prince Edward could not have finished his course. To have completed his training would have added to his self-respect and saved him from the accusation that he

had simply given up on an uncomfortable challenge. Still, he must now put that behind him and look to his future. He will not lack advisers to guide him.

Nor does he entirely lack precedent. Prince William of Gloucester became a diplomat and his younger brother, the present Duke, an architect. Prince Albert, the consort of Queen Victoria, had no military training and (wisely) turned down the post of commander-in-chief of the army when it was offered to him by the old Duke of Wellington. Yet Albert's contribution to the country was unquestionable — and included his support for military reform. By no means all Edward's forebears felt the call of the sea as keenly as their parents might have wished.

Inevitably, problems over security will narrow his field of vision. It is also undesirable for the Queen's youngest son to be compromised by divisive controversy. On the other hand, he has the enviable advantage that few potential employers are likely to say "no".

The diplomatic service is one strong possibility, offering as it does the prospect of serving his country, at home and abroad, in a semi-con-

trolled environment. So, too, is the home civil service, although political controversy on that side of Whitehall is less avoidable. Manufacturing industry sounds like an attractive option, should he feel drawn towards it — particularly as it is that part of the British economy which most needs a shot of adrenalin. And estate management has the natural advantage that the Queen has plenty of estates for him to practise on. Whatever he chooses, however, he now has the time to choose wisely.

The Royal Marines too deserve some credit for acting with decorum. They have rightly decided against making any changes in their commando training course. While such matters must always be kept under review, to change course in response to the resignation of a young prince would create the worse possible impression. As it is, the marines are among the most effective units and have shown themselves, in Northern Ireland especially, to be capable of acting with restraint.

The last few days have been an unhappy time for them as for Prince Edward. It is to be hoped, however, that all those concerned, including Buckingham Palace, have learned something from it. Let them all put it down to experience.

## TWILIGHT AT NOON

of "hooliganism". The scenario — the small man pitted against the authorities, the framing, and the pervasive injustice — will be familiar to many: dissidents, ordinary people with a grievance and reporters (Soviet and foreign) alike.

If the publicity given to this case is intended to serve notice on the secret police that tactics such as these are no longer acceptable, this is a welcome development. The ability of the KGB to flout the law with impunity has placed dissenters, whose only crime is to hold opinions at variance with those of the state, at such a disadvantage. It has also done much to discredit the whole practice of Soviet law.

The public criticism of KGB conduct can also be seen in its historical context as another stage in the duel between the secret police and the communist party apparatus which has bedevilled the Soviet state from the beginning. Successive heads of the KGB have been seen as rival centres of power to the party, and while the communist party apparatus has always held the bureaucratic power, the KGB's brainpower and access to information have often given it the upper hand.

A limitation on KGB power, if this is what last week's *Pravda* article signifies, might suggest that Mr Gorbachev's hold on the leadership is now

so strong he can afford to curb its influence. Equally, the move might be another phase (following the freeing of Andrei Sakharov) in his attempts to harness the intelligentsia to his modernization programme. It was, after all, independent-minded people who have felt the strictures imposed by the KGB most keenly and who have been most alienated by its methods.

Yet it is not at all clear how far a general inference is to be drawn from the particular case which has just been made public. Even the fact that the head of the KGB himself wrote to *Pravda* affords no proof of an intention on the part of the Soviet leadership to renounce the past. Mr Chebrikov's willingness to root out malpractice elsewhere may simply have been an attempt to save his own skin.

The KGB's many victims will need more evidence than this before they will believe that its fundamental character has changed. The very fact that the KGB as an institution was not called to account for misdemeanours, but only an individual who was deemed to have overstepped the mark, contains a sombre warning for the future. It establishes that the secret police — honed to a more refined instrument of control, perhaps — will continue to exist as a valued pillar of communist power in the Soviet Union.

## COLD AS CHARITY

Amongst all the sad statistics of death it is a particularly objectionable fact that around 1,000 of our fellow citizens will die of hypothermia in an average year. Deaths from cold are preventable, and although they are fewer than in years gone by, that is no cause for their placid acceptance by society. It is an important duty of the press and broadcast media at this time of the year to make this clear.

The hypothermia statistics themselves are not the best guide. They measure references to hypothermia in death certificates and these may, to some extent, follow the swings of medical fashion.

We get closer to the heart of the matter by measuring the percentage by which deaths in winter exceed the average mortality rate. Back in the late 1950s the mortality rate during the winter quarter was 27 per cent higher than the average for the year as a whole. By the 1970s that had fallen to 18 per cent. The latest figures suggest that it has fallen further to 14 per cent today.

State provision has played some role here. An important trend has been the extension of benefits covering old people's heating costs. Expenditure on the supplementary benefit heating addition has gone up to about £400 million in 1985-86, an increase of about £140 million in constant prices from 1979-80. All old people on supplementary benefit now get a weekly heating addition ranging from £2.20 a week to £5.50 a week. This is paid all through the year, however,

and it may not be fully remembered precisely because it is so regular.

The 1980 reform of supplementary benefit introduced for the first time a new regulation covering exceptionally severe weather payments. This has led to a battle between two great forces — British bureaucracy versus the British weather. So far, the weather has been winning as the scheme — caught between the competing objectives of avoiding excessive regulation and excessive discretion — has had to be frequently revised. In 1985-86, £1.7 million was paid out with an administrative cost of a further £1 million. It is hardly our most cost-effective benefit.

Mr John Major, the Social Security Minister, might be forgiven for feeling disappointed that so much discussion of hypothermia amongst old people ignores the significant improvement in benefits under this Government.

But if he is disappointed, he should not be surprised. There is a fundamental tension between organized and regulated expenditure to relieve poverty and the deepest instincts of generosity. The spontaneous spirit of the benign Pickwick cannot be easily reconciled with the orderly practices of the utilitarian Gradgrind.

It would be wrong, however, to expect the entire burden of helping cold elderly people to fall on the social security system. At least three other approaches should be considered.

First, the British seem remarkably incompetent in dealing with snaps of cold weather when they do occur. Old people need to be advised how best to look after themselves during such spells. Would it not be possible for the electricity boards and the gas corporation to put ten crucial pieces of advice into the autumn fuel bill — ready in time for the winter weather?

Secondly, the government should focus on a major root of the problem — inadequate insulation and draught-proofing in the homes of old people. The Homes Insulation Grant Scheme should be further focused on helping this specific group.

Thirdly, the problem of getting better social security assistance to old people is unusual. Those younger citizens brought up in a credit card culture would expect old people to keep warm regardless of March's fuel bill. But prudent old people, shocked by the effects of the inflation of the 1970s on their savings, seem to want to save regardless. A recent study suggested that half of old people on supplementary benefit were saving regularly. So a general increase in benefit to them may not actually change their patterns of energy use.

Whilst benefits in cash are generally preferable to benefits in kind, these special circumstances may justify converting some of the heating addition into fuel vouchers along the lines proposed by Professor Williams in his letter to *The Times* yesterday.

## Policy error in housing reform?

From the City Housing Officer, Worcester

Sir, John Patten's aim of breaking up "monolithic" council estates over the next five to 10 years (report, January 8) marks the emergence of the first political consensus on the future of public sector housing for nearly a decade. The fact is that all the main political parties seem now to have concluded that local authority housing management has failed and needs to be replaced with the latest solution to the housing crisis — self-management trusts or, at second best, control vested in a benign housing association or building society.

This is a cure-all as simplistic and middle-headed as the widespread slum clearance and redevelopment of the 1950s and 1960s, which led to the impersonal block council estates which catch the headlines. What is often forgotten is that it was central government who dictated the very solutions for which local authorities are now being castigated.

Secondly, the current musing over ownership and management simply deflects debate from the still largely ignored issues of disrepair and dereliction (much of it in the private sector, particularly amongst elderly owner-occupiers), racial tensions and the growing and queue of people whose only hope of a decent home is a rented one.

A real political consensus would recognise the need for a consistent level and spread of investment in new building, improvement of the existing stock linked to the encouragement of a diverse spectrum of tenures — all underpinned by a truly radical reform of our crazy system of housing finance, one aspect of which would be the recognition of a need for a substantial, un subsidised provision of public sector housing as opposed to the bottom-of-the-heap welfare accommodation local authority housing is in danger of becoming if current political prejudices hold sway.

Yours faithfully,  
DAVID WAREING  
(City Housing Officer,  
Worcester),  
43 Hastings Road,  
Malvern, Worcestershire.

## East end poor

From Mr Eddie Johnson

Sir, As probably the longest serving licensee (since 1962) in Newham, I've felt the effect of unemployment in the area as much as anyone (letter, January 6). However, as an ex-dockworker I must point out that the area was as affluent as any other industrial area during the docks' heyday.

As for the rates, the last 20 years has seen the exodus of hundreds of small firms from the area because they are so high.

Yours faithfully,  
EDDIE JOHNSON,  
The Peddlings,  
27 The Broadway, Stratford, E15.

## A fatal choice

From Dr Magnus Pyke

Sir, The statistics published earlier this week (January 8, later edition) by the World Health Organisation provide useful information about what people in different countries die from. There is, however, one fact to which WHO and those who study its figures seldom draw attention. This is that, no matter how good the public health becomes, we all have to die of something.

Regardless of advances in medical science, the overall death rate remains intractably at 100 per cent. Now that tuberculosis no longer kills us when we are young, we lay ourselves open to cancer or heart failure later on.

To some degree, as knowledge advances we can virtually choose which of the degenerative diseases we prefer to die from. Regrettably though it may be that there are 243 deaths per 100,000 citizens of England and Wales from heart disease, whereas only 82 per 100,000 Portuguese die the same death, it is worth noting that in 1982, although every boy of 15 living in Portugal could expect to survive the age of 71.8, an average English or Welsh boy would expect to survive to become a pensioner of 72.5.

Yours faithfully,  
MAGNUS PYKE,  
3 St Peter's Villas, W6,  
January 8.

## The evil that men do

From the Director of the Help Charitable Trust

Sir, Dr Abel (January 7) can set his mind at rest about Myra Hindley, who he assumes is "defective in her capacity to live a normal life". Not long ago the local review committee, which included the governor of her prison, recommended her for parole. One member congratulated her on the way she had spent her time in prison, in the course of which she has obtained an honours degree.

Those who know her well (I have visited her for 18 years) are well aware that she should have received parole long ago.

Dr Abel announces that "practically all criminals have given evidence of their uncontrolled instincts before the age of 18". Myra Hindley had a spotless record up to that age. She became involved in atrocious events. She has long felt profound remorse and is now doing all in her power to make amends.

Yours sincerely,  
FRANK LONGFORD, Director,  
The Help Charitable Trust,  
39/41 New Oxford Street, WCL,  
January 7.

## Human rights and human wrongs

From the Rector of the Imperial College of Science and Technology and others

Sir, The return to Moscow of Dr Sakharov, the release of Lina Ratushinskaya, and a number of other recent moves may represent the beginning of a new chapter in the struggle of human rights in the USSR. Unfortunately, however, there are still many people to whom this new chapter has so far brought no improvement in the wretched situation in which they find themselves.

We would like to draw attention to the case of our colleague Alexander Joffe. Dr Joffe is a mathematician of international repute who has made outstanding contributions to the theory of optimization.

Ten years ago he and his family applied to emigrate to Israel. Since then they have been in the limbo of "refusal" — unable to leave but barred from normal participation in Soviet society. Your readers may recall Dr Joffe's name from Caroline Moorehead's graphic description of refugee life which you published on Human Rights Day, December 10.

Last year Dr Joffe's son and his wife and small child applied independently for emigration. Their application has now been refused on the grounds — truly worthy of Kafka — that emigration is unnecessary for reunification of the family since the parents are resident in Moscow. This is the last straw for Joffe, who has now started a hunger strike, with the sole demand that his son and family be allowed to leave.

Surely justice demands that the whole family now be permitted to emigrate. Apart from the obvious violation of human rights implied by their treatment over the years, it is impossible to see what the Soviet authorities have to gain by keeping them in this desperate position. Dr Joffe has never been involved in secret work and indeed, since his refusal, has been actively prevented from making any contribution to mathematics in the USSR since he cannot participate in symposia or publish there.

We would like to express our urgent wish that in the new era of glasnost the manifest injustice meted out to the Joffe family and to others in their position may speedily be ended.

Yours faithfully,  
E. A. ASH, MARK DAVIS,  
DAVID MAYNE,  
RICHARD B. VINTNER,  
Imperial College of Science and Technology,  
Department of Electrical Engineering,  
Exhibition Road, SW7,  
January 9.

## From Mr Martin Gilbert

Sir, With reference to Caroline Moorehead's article (December 10, 1986) about the 12,000 Russian Jews who have been refused permission to live in Israel, may I report additional information about one of these "refuseniks" whom she mentioned, Alexei

## Degrees of excellence

From Professor J. C. Levy

Sir, Mr Alan Fulwood (January 5) cites the inadequacies of our engineering degree courses as a major factor contributing to our relative industrial decline. This is a dangerous fallacy which can distract attention from the real problems.

By comparing the length of a UK degree simply with the longer courses on the Continent and the USA Mr Fulwood ignores fundamental differences between the systems. In the UK professional engineers are not regarded as fully qualified until they have completed a seven-year package of education, training and experience. The Engineering Council register holds details of 200,000 such individuals, each qualified as a chartered engineer (CEng). There is no Continental or US equivalent to CEng, the Dipl Ing, for instance, being awarded in Germany for the three or four-year degree course alone.

## Industry and MoD

From the Director of the Society of British Aerospace Companies, Ltd

Sir, I write in support of the letter from Mr Kenneth Warren, MP (January 7).

We must all learn from the recent airborne early warning (AEW) saga. Naturally, I write with a vital interest in a strong and healthy aerospace industry. So should everyone in the country, for it represents one of the very few manufacturing sectors which provides a positive trade balance. It enhances the wealth of the nation by more than £1 billion

## Clue to an enigma

From Professor Norman Gash

Sir, The version of my article on the late Lord Stockton which you printed (December 31) contains the sentence:

Had it not been for the war, as Clement Attlee reputedly said, Macmillan would have ended up in the Labour Party.

That is not what I wrote and it is not an opinion I hold. What I wrote was as follows:

As cautious a man as Clement Attlee reputedly said that had it not been for the war, Macmillan would have ended up in the Labour Party.

The purpose of that reference was simply to illustrate how left-wing Macmillan's views seemed to some contemporaries to be at that time.

NORMAN GASH,  
Old Gatehouse,  
Portway, Langport, Somerset,  
December 31.

Magarik, a young cellist and an "unofficial" Hebrew teacher, now serving a three-year sentence for his struggle to emigrate.

Following his recent transfer to a labour camp near the Siberian city of Omsk, Magarik has suffered considerably from cuts and sores on his hand caused by work in the camp's glass-fibre factory, work which he and his fellow prisoners must do without protective gloves. For a cellist, this is a frightening situation. He has also been subjected to anti-Jewish and anti-Israel taunts by camp officials; this is a cruel additional pressure on a few whose only real "crime" was to want to live in Israel.

Magarik's link with the West is his wife Natasha. A fearless, vivacious woman, on December 26 she wrote a letter to the Central Committee to protest against the refusal of the labour camp authorities to allow her husband to write to her. In her letter to the authorities she also protested about the "systematic violation" of the industrial safety rules in the camp, as well as the "anti-Semitism and threats".

Recently, in the House of Commons, Alexei Magarik's father spoke to the All-Party Parliamentary Committee on Soviet Jewry, on behalf not only of his own son but of all the Jewish prisoners. "Save our sons!" was his impassioned plea.

It is on Natasha Magarik's shoulders, however, that the main burden of support for her husband falls. Last week Yehudi Menuhin sent her, to Moscow, a personal letter of support and encouragement. If other musicians in the West will now add their voices to his, then Magarik, his wife and their one-year-old son may have a chance of being allowed to join their family in Israel.

Yours sincerely,  
MARTIN GILBERT,  
Merton College, Oxford,  
January 7.

## Reform of honours

From Sir David Bates, FRS

Sir, In view of several recent pieces in *The Times*, it is of some interest to determine the distribution of the New Year's honours amongst different activities. A measure of this may be obtained by counting knights and above, commanders, officers and members, and giving an award in each of these four groups a weighting inversely proportional to the number in the group.

The percentage of the weighted honours thus found is given after the activity: industry, commerce and finance, 18; defence and other services, 18; political and public service, 12; local government and other public bodies, 11; Civil Service, 7; medical, 7; good works, 7; education, 6; science and engineering, 5; scholarship, 2; law, 2; creative arts, 2; performing arts, 2; media, 1; sport, 1.

Yours etc,  
DAVID R. BATES,  
1 Newforge Grange,  
Belfast, Northern Ireland.

An interesting recent development is that the 20 countries represented in FEANI — the European Association of Engineering Institutions — have agreed to introduce in 1987 a new pan-European title, European Engineer, based upon a seven-year package closely resembling that for the British chartered engineer. Our CEngs are expected to qualify for this new title, a practical demonstration that UK engineering qualifications are fully recognised abroad.

Other similar indicators are the long-standing brain-drain to the USA, where many UK engineers have achieved positions of great responsibility and the fact that large companies willingly employ our engineering graduates in multinational, multi-disciplinary teams.

Yours faithfully,  
JACK LEVY (Director, Engineering Profession),  
The Engineering Council,  
10 Maltravers Street, WC2.

annually, when overall we are now depressingly in the red.

Although more than 60 per cent of aerospace products are exported, the Ministry of Defence is still the industry's largest single customer. Without vigorous home-front endorsement, our military exports will wither away and our aerospace technology will suffer.

As the purchasing agent for MoD, the Procurement Executive therefore has an immense responsibility. Not only does it need, quite rightly, to achieve value for money, but it must also ensure that our home base's defence industry is not put at risk.

I am by no means seeking a return to the cosy relationship which some say existed between MoD and industry before the competitive instinct flourished in the ministry. I want UK Ltd to continue to have a strong and healthy industry fully able to meet the expectations which the Armed Forces have every right to see fulfilled.

A more constructive partnership between MoD and industry would ensure the motivation advocated by Kenneth Warren which is an absolute necessity. Without it, a repeat of the recent problems that bedevilled the AEW contract will occur again and again.

Yours faithfully,  
J. B. CURTISS, Director,  
The Society of British Aerospace Companies, Ltd,  
29 King Street,  
St James's, SW1,  
January 7.

## ON THIS DAY

JANUARY 13 1859

The Ionian Islands, of which Corfu is the best known, had become a British Protectorate by the Treaty of Paris in 1815; in 1864 they were ceded to Greece. The Times and *Gladstone* were not on good terms at this period. In 1855 Gladstone wrote in a letter to Lord Aberdeen that "the insolence of *The Times* becomes more and more a national evil".

## [MR GLADSTONE'S ECCENTRICITY]

It is currently reported, though we can hardly believe it, that Sir JOHN YOUNG has been recalled, and Mr GLADSTONE, the present Lord Commissioner Extraordinary, has been appointed ordinary Lord Commissioner in his place. We admit that, after all the experience we have had, we have no right to be astonished at anything Mr GLADSTONE may do... but still, after making every allowance, we must confess that we have heard the report with no little surprise. It must indeed be a strong sense of duty which can drive Mr GLADSTONE to a step so liable on every side to have disagreeable constructions put upon it... He went out, as we were officially informed, with the consent of Sir JOHN YOUNG, and no doubt in friendly relations with him. And what have been the results? He has killed and also taken possession. He has had the opportunity of examining the place which his friend held, finds it to his taste, and takes possession of it. He has changed his concurrent into a sole responsibility and has consented to occupy the position of the man upon the state of whose government he had undertaken to furnish a report. We suppose that we shall be told that the recall of Sir JOHN YOUNG had nothing to do with the report of Mr GLADSTONE, and that the question of his appointment was viewed both by him and by Sir E. B. LYTTON as quite independent and unconnected with his antecedent relations with the subject. But, this only makes it the more strange that Mr GLADSTONE should lay himself open to such misrepresentation of his conduct, and place himself in the position of the Judge who becomes the owner of the property of the man he has condemned.

Not a little strange it is, also, if it be true, that Mr GLADSTONE should consent to become, not the colleague, but the servant of the present Cabinet, and to place himself in the hands of Sir E. B. LYTTON, a gentleman who has assumed political movements precisely the contrary to Mr GLADSTONE's, having been a Liberal when Mr GLADSTONE was a Tory, and having turned Tory just when Mr GLADSTONE turned Liberal. We should have thought that Mr GLADSTONE, who thirteen years ago held the seals of the Colonial-office, would hardly consent to take an office under the control of a gentleman who eight months ago had never filled any official situation under the CROWN; but perhaps we have underrated the right hon. gentleman's humility. Our wonder at this proceeding will be increased when we compare the duties which Mr GLADSTONE gives up with those which he is going to undertake. He is going to work out a political experiment which is almost certain to fail. Should it, contrary to all expectation, succeed, it is, when compared with the vast interests with which British statesmen of the first class have constantly to deal, a very small matter; should it fail, as there is every probability it will, it is calculated to do additional injury to an established reputation. On the other hand, Mr GLADSTONE gives up the position which he holds of the first orator in the House of Commons at the time when a discussion is about to commence compared with which the paltry struggles of Ionian politics are absolutely insignificant and contemptible. We have arrived at a crisis when England needs the voice of every able and distinguished man who possesses to protect her from the wild counsels of democracy on the one hand and from the insidious attempts of a grasping territorial oligarchy on the other. For a statesman of Mr GLADSTONE'S position to absent himself from the coming debate on the Reform Bill is a species of political suicide, and a slight to the House of Commons which will not soon be forgotten...

...from whatever point of view we regard this appointment, we find it impossible to see, supposing the rumour to be true, anything but one of those acts of eccentricity which tend so grievously to tarnish a brilliant reputation...

Firm in the saddle

From Dr J. H. B. Beal

Sir, Those interested in the history of riding in the side-saddle position can, if they visit the current Thracian Silver exhibition at the British Museum, see a 4th century BC goddess riding on a tigress in this position with apparent ease and confidence, though without a saddle.

Yours faithfully,  
JACK BEAL,  
61 Cadogan Square, SW1,  
January 8.

## Best before?

From the Rev Mike Hensman

Sir, Hot cross buns at Christmas. Let the Reverend Brian King (January 7) rejoice at Marks and Spencer's theology. Christmas has no meaning without Easter.

Yours faithfully,  
M. HENSMAN,  
89 Sparrow Farm Road,  
Stoneleigh,  
Epsom, Surrey,  
January 7.



COURT  
AND  
SOCIALSOCIAL  
NEWS

The Duchess of Gloucester, Patron of the Royal Surgical Aid Society, will attend a meeting at 47 Great Russell Street, WC1, on February 26.

Princess Anne will attend a dinner given by the National Council for Carers and their Elderly Dependents before their national conference at Cobden Hotel, Birmingham, on March 13.

Princess Anne, Patron of the Butler Trust, will present the Butler Trust Awards at Lambeth Palace on March 16.

The Duchess of Kent, Patron of the Sunshine Coach Scheme, will attend a luncheon on March 17 at the Hilton hotel in honour of Tesco for their funding of one hundred Sunshine Coaches.

The Duke of Kent, Vice-Chairman of the British Overseas Trade Board, will visit the WRAC Group of companies, South Hill, Chislehurst, Kent, on March 18.

The Duke of Kent, president, will attend a Royal Choral Society concert at the Festival Hall on March 19.

The Duke of Kent, Vice-Chairman of the British Overseas Trade Board, will open the London "Industry Matters" exhibition at the C & L Sports and Leisure Centre, Northolt, on March 23.

The Duke of Kent will visit the Royal Naval Engineering College, Manston, and the Hydrographic Surveying Station at Devonport on March 26.

The Duchess of Kent, as Patron of the Christie Hospital, will open the Adult Leukaemia and Bone Marrow Transplant Unit on March 26 and also open the new centre based at St Mary's Hospital for victims of sexual assault.

The Duchess of Kent, president, will attend the opening night of *Manon* at the Royal Northern College of Music, Manchester, on March 26.

The Duchess of Kent, Controller-Commandant of the WRAC, will visit the Royal Military Academy, Sandhurst, on March 30.



The baptism of the Hon. Leonora Louise Marie Elizabeth Knatchbull, daughter of Lord and Lady Romney and great granddaughter of the late Earl Mountbatten of Burma, drew a healthy representation of European royalty to Romney Abbey, Hampshire, on Sunday. Among the guests were (from left) the Queen of Spain, the King of Spain, the Hon. Michael John Knatchbull (godparent), Queen Anne-Marie of The Hellenes (godparent), Lady Romney, King Constantine of The Hellenes and Mrs. Jean March (godparent). The Romneys have two other children. (Photograph: Peter Trevnor)

## Church news

The Right Rev George Hacker, Suffragan Bishop of Exeter, is to be the new Episcopal Adviser for the Anglican Young People's Association (AYPA).

## Appointments

The Rev R.A. Bowyer, Curate, St. Peter's, Exeter, is to be Team Vicar in Exeter, and the Rev J. A. Bowyer, Curate, St. Peter's, Exeter, is to be Team Vicar in Exeter.

## Retirements

The Rev G. C. M. Smith, Team Vicar, St. Peter's, Exeter, is to retire.

## Church of Scotland

The Rev J. A. Bowyer, Curate, St. Peter's, Exeter, is to be Team Vicar in Exeter.

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## Forthcoming marriages

Mr L.A.C. Elwes and Miss A.L. Dunsell

The engagement is announced between Luke, eldest son of Mr and Mrs P.J.G. Elwes, of London, and Anne, only daughter of Mr and Mrs H. Dunsell, of Farnham, Surrey.

Mr J.D. Beagley and Miss J.S. Thompson

The engagement is announced between John, son of Mr and Mrs Terence Beagley, of Bantsea, Surrey, and Jane, elder daughter of Mr and Mrs J.S. Thompson, of Cardiff, and Mrs Monica Thompson, of Seer Green, Buckinghamshire.

Mr J.C. Beagley and Miss S.L. Christie

The engagement is announced between Jonathan, younger son of Mr and Mrs J.D. Beagley, of Bantsea, Surrey, and Sarah, elder daughter of Mr and Mrs S.L. Christie, of Norwich, Norfolk.

Mr S.E. Shaw and Miss B.T. Healey

The engagement is announced between Stephen, eldest son of Mr and Mrs Edward Shaw, of Bantsea, Surrey, and Brenda, daughter of Mr and Mrs B.T. Healey, of Plymouth, Devon.

Mr A.G. Cooper and Miss S.J. Curren

The engagement is announced between Andrew, son of Mr and Mrs L. Cooper, of Alton, Hampshire, and Sarah, daughter of Mr and Mrs S.J. Curren, of Reading, Berkshire.

Mr J.M.M. Darby and Miss R. O'Shaughnessy

The engagement is announced between Jonathan, son of Mr and Mrs J.M.M. Darby, of Hong Kong, and Rosemary, daughter of Mr and Mrs R. O'Shaughnessy, of Hampstead, London.

Mr C.R. Fairley and Miss M.L. Marbury

The engagement is announced between Charles, son of the late Mr Richard Fairley and Mrs D.M. Garrett, of Gillingham, London, SW10, and Luisa, daughter of Mr and Mrs Edgar Martinez, of Holmberg, Buenos Aires.

Mr N.P. Flack and Dr S.R. Wheatley

The engagement is announced between Nicholas, eldest son of the late Mr N.P. Flack, of Boston, Lincolnshire, and Susan, younger daughter of Dr S.R. Wheatley, of Soane, Tayside.

Mr D.S. Fordham and Miss C.A. Simpson

The engagement is announced between David, elder son of Mr and Mrs D.S. Fordham, of Chorleywood, Hertfordshire, and Caroline, daughter of Mr and Mrs C.A. Simpson, of Leverstock Green, Hertfordshire, and the late Mr E. Simpson.

Mr S. Frank and Miss G. Shortman

The engagement is announced between Scott, son of the late Mr S. Frank, of Los Gatos, California, United States, and Gabrielle, younger daughter of Mr and Mrs Nigel Shortman, of Stoke Gabriel, Devon.

Mr C.H. Rayer and Miss C.J. Ellis

The engagement is announced between Christopher, only son of Mr and Mrs E.J. Rayer, of Saldean, Brighton, East Sussex, and Deborah, eldest daughter of Mr and Mrs C.J. Ellis, of Lewes, East Sussex.

Mr M.C.L. Ribton and Miss C.N. Way

The engagement is announced between Michael, son of Mrs B.M. Ribton and the late Mr J.C.L. Ribton, of Frinton, Essex, and Catherine, eldest daughter of the late Mr C.N. Way, of Toppett, Norfolk.

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The engagement is announced between Adrian, eldest son of Mr and Mrs F. Macpherson, of Hale, Cheshire, and Sarah Katharine, youngest daughter of Mr and Mrs A.D. Percy, of Croydon, Surrey.

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## OBITUARY

## MR JOHN GILLAM

## Work on the remains of Roman Britain

Mr John Gillam, archaeologist, who was an authority on Hadrian's Wall and Roman pottery, died on New Year's Eve. He was 69.

John Pearson Gillam was born on July 10, 1917, and educated at Chesterfield Grammar School. He went to St Chad's College, Durham, as an ordinand, graduating in 1938, and gaining a diploma in theology in 1939.

But he had already developed an interest in archaeology. His first paper, published in 1939, was on Romano-British Derbyshire ware.

In 1940 he enlisted in the Royal Army Medical Corps. Two years later he was commissioned in the 14th Punjab Regiment, and served in India, North Africa and Europe.

Returning to Durham in 1946 he soon established himself as one of the foremost authorities on Roman pottery in Britain. His *Types of Roman Coarse Pottery Vessels in Northern Britain*, originally published in *Archaeologia Aeliana* in 1957, and subsequently twice revised, has become a classic and an essential text for all involved in Roman pottery studies in Britain.

In 1947 Gillam took part in the first post-war excavation at Corbridge Roman site, the beginning of a long and fruitful partnership with Ian Richmond and Eric Birley. There, and on the training excavation at Great Casterton, he demonstrated his great gifts as a teacher, inspiring many to take up archaeology.

He also found time to excavate on, and write about, Hadrian's Wall, and produced a number of papers on it and the Border in general. He also excavated in Switzerland, Germany and North Africa.

In 1948 he was appointed lecturer in Roman-British archaeology at King's College, Newcastle (now Newcastle University). He was a reader there from 1956 until his retirement in 1982.

Gillam was an inspired thinker. In 1973 he predicted the location of a hitherto unknown fort at Corbridge, and two years later, he suggested the existence of a series of fortlets on the Antonine Wall.

His working career coincided with an era of profound change in archaeological studies, particularly in the area of material remains. Recent work on Roman pottery bears little resemblance to what was being published at the outset of his career, and owes not a little to his pioneering zeal.

He married, in 1942, Marie Watson, who survives him with their two sons.

He died on New Year's Day, 1987, at his home, 86, St. John's Road, Corbridge, Northumberland.

Professor Franz Bergel, FRS, research chemist noted for his work on vitamins and on the chemotherapy of cancer, died on New Year's Day. He was 86.

Franz Bergel was born in Vienna on February 13, 1900. He was educated at the universities of Vienna and Freiburg.

He left Germany in 1933 to join the medical chemistry department at Edinburgh University, where he collaborated with Dr Alexander (now Lord) Todd. They and their colleagues were among the first to synthesize, by fermentation, the anti-beriberi vitamin B<sub>1</sub>.

In 1936 they moved to the Lister Institute of Preventive Medicine in London, where their interest in vitamins was extended to vitamin E.

Two years later Bergel was appointed director of research at Roche Products Limited at Welwyn Garden City. Among his achievements there were processes for producing penicillin and riboflavin (vitamin B<sub>2</sub>), and the discovery of new analogues such as penicillin.

In 1952 he was appointed professor of chemistry at the Institute of Cancer Research, where the pioneering work of Professor (later Sir) Alexander Haddow and others had established a new class of anti-

neoplastic drugs, chemically related to the "mustard gas" of the First World War and, therefore, toxic to some normal tissues.

Bergel sought to improve selectively against cancer cells by incorporating natural amino acids into drugs, an approach which produced melphalan, still widely used today. He also looked towards a more physiological approach to cancer control.

He was dean of the institute from 1963 to 1966 and, in 1980, gave his name to the institute's library at Sutton.

He published three scientific works: *Chemistry of Enzymes in Cancer* (1961); *All about Drugs* (1970); and, that same year, *Today's Cancer Chemotherapy*. He also published, in 1978, a biographical memoir of his old colleague Alexander Haddow.

Bergel was a considerate man who took a keen interest in the welfare of his staff. At Christmas he gave everyone a present, individually chosen. He retired to Jersey in 1966, where, in addition to his writing, he enjoyed painting and shooting.

He married, in 1939, Phyllis Thomas, who survives him. There were no children of the marriage.

He died on New Year's Day, 1987, at his home, 86, St. John's Road, Corbridge, Northumberland.

He was born on June







# Arctic weather likely to continue all this week



Struggling motorists at the Farthing Corner service area on the M2 photographed by Harry Kerr and (right) a walk to work along a snowbound road for people in Sittingbourne, Kent

Continued from page 1

in Scotland was -17C at Aviemore in the Highlands. Edinburgh airport was closed in the morning while snow was cleared from the runway.

Large parts of Northern Ireland had up to six inches of snow, with forecasts that temperatures could fall to -10C today.

In Lincolnshire, an outdoor skating championships at Boston Fen, near Spalding, was cancelled because there was too much snow on the ice.

At London Zoo, lion keepers kept the animals indoors to prevent them escaping when the moats surrounding their enclosures froze. Elephants were given warm baths to stave off hypothermia.

In Blyth, Northumberland, the snow trapped burglars who had raided a supermarket. Their footprints led police to their hideout.

In Switzerland, the village of La Brevine recorded a record low temperature for the country of -41.8C. The village lies on an exposed plain known as the Siberia of Switzerland, more than 3,000

ft above sea level near the French border.

Parts of Norway were colder than the North Pole yesterday. The Norwegian ice skating championships at Hamar were cancelled because of temperatures of -30C, too dangerous to the contestants. Doctors there warned people against taking hot drinks immediately after coming in from the extreme cold, to avoid cracking tooth enamel.

In Budapest, Hungary, two people died and eight were injured when two cogwheel trains collided in a blizzard on a hill.

As the Soviet Union suffered its coldest January on record, 29 people died in their homes in the southern republic of Georgia. According to the official news agency, Tass, many villages and towns were cut off by snow and children were being ferried to and from school by helicopter.

Thirteen people died in the eastern Turkish province of Tunceli when their homes collapsed under snow. More than a 100 old people

may die of cold each day in Britain unless the Government acts now to help them keep warm, the charity Age Concern said yesterday.

The warning came as the first exceptionally severe weather (ESW) payments were triggered at Galashiels in the Borders, entitling local residents to an extra £5 to help with heating bills.

Launching an appeal for cash and fuel stamps, Mr David Hobman, director of Age Concern England, said that last year 109 elderly people died every day from cold related illnesses last year, 13,000 more deaths than normal in the 17 coldest weeks.

"The same will happen this year unless the Government acts immediately by raising the trigger temperatures from 1.5 degrees Celsius to zero, so that more people qualify for payments," he said.

He also suggested that ESW payments should be calculated on a rolling seven-day period rather than the present restriction of a Monday to Sunday period.

Post winters, page 2

Hypothermia deaths, page 5

## Prince resigns from Marines

Continued from page 1

Sandringham on Sunday morning, although it is clear that he had made up his mind a week beforehand, and refused to bow to parental pressure to complete his one-year training course. While the rest of the Royal Family went to church the Prince drove back to Lympstone, calling at Buckingham Palace to collect uniform and equipment.

On his last day in the service yesterday the Prince formally told his commanding officer, Colonel Ian Moore, that his mind was made up to leave, signing the necessary documents severing his connection with the Marines, handed back his uniform and equipment to the quartermaster, collected his final pay slip, and shook hands with senior officers, including his training officer Major Paul Bancroft, and fellow trainee officers in the Lympstone officers' mess. He then left driving his own silver Rover

Vitesse car, accompanied by his personal detective and followed by a police car, for an unknown destination.

Speaking to reporters shortly afterwards, Colonel Moore said that the Prince's decision, which he respected it, "We fully understood his reasons and I speak for all ranks in wishing him the very best of good fortune in the future."

Asked if the Prince had resigned because of a physical problem, Colonel Moore said: "He was doing well in his training. He was respected by his instructors who all had a lot of time for him and he had all the physical ability to complete his training satisfactorily, indeed well."

Colonel Moore said he had initially been surprised at the decision, but he now understood the Prince's reasons. He would not divulge what was discussed when the Prince went through the normal

counselling procedure with senior officers.

Marine officers are concerned at the impact the Prince's resignation will have on his fellow trainee officers, and on recruitment to the service. Three of the 36 trainees in Prince Edward's intake of Young Officers' Batch 86 have left or are considering resignation. Colonel Moore said that was a wastage rate "that we have to live with."

There is disappointment in the Marines that Prince Edward did not complete his year's training course, after which he could have resigned with honour. Had he remained in the Service he would have served a nine-year commission.

There will also be disappointment among Prince Edward's family, felt most keenly by his father, who numbers among his many honorary appointments that of Captain-General of the Royal Marines.

## Inquiry begins in Spain over 'dream home' complaints

From Richard Wigg, Madrid

A lawyer working on behalf of the European Parliament will today start listening to complaints of foreigners in Spain, many of them Britons, who purchased property there and allege developers have defrauded them by breaking the contracts.

Often, they complain, they find themselves thousands of pounds worse off and with many legal headaches.

The investigation is part of a campaign initiated by Mr Edward McMillan-Scott, a British Euro MP, after listening to the complaints of many foreign purchasers of "dream retirement homes" in southern Europe.

The lawyer, whose visit begins at Javea, near Benidorm, will proceed during the week down Spain's Mediterranean coast to Murcia, near Malaga, visiting various new developments known in Spain as *urbanizaciones*.

Foreign residents who have made complaints have been urged to attend their nearest local meeting with the lawyer by a recently created pressure group, the Foreign Property Owner's Institute, in Calpe, near Alicante, whose chairman is Mr Per Svensen, a Norwegian who retired to Spain.

The lawyer is expected to hear immediately from a group of Britons over what is, according to the Norwegian yesterday, "only the latest but not the worst case of foreign purchasers being taken for a ride" by unscrupulous developers.

Britons who have purchased bungalows in part of an *urbanizacion* in Javea have joined forces in instructing a Spanish lawyer.

They say they have found out that Spain's Banco Hipotecario is demanding mortgage payment from them on their property when, they allege, the original contracts clearly stipulated the mortgage would be met by the developer.

Four of the proprietors complain they are now facing unredeemed mortgages amounting to more than 1,400,000 pesetas (about £7,000) on their property.

A total of 39 homes have unpaid mortgages and 40 more are under a bank embargo because, they allege, the developing company has not responded. Four other homes have been paid for but building has not started, and the developing company has gone into official receivership, the proprietors claim.

The proprietors group put themselves in contact with Mr McMillan-Scott, who will be joining the lawyer on his tour. Mr Svensen claimed that there are many cases elsewhere where Spanish developers have abandoned their customers in a similar way.

Señor Enrique Blas, mayor of Javea, was quoted yesterday as saying that the Spanish Government could not be expected to pay the debt the developing company had with the bank, but he expressed surprise at the way the bank had put out its funds.

## Weinberger warning against defence cuts

From Christopher Thomas, Washington

Mr Casper Weinberger, the US Defence Secretary, yesterday warned Congress that a cut in Washington's defence budget could result in reduced defence expenditure by its European allies as well as help "western European nations" that advocated dangerous defence policies.

He said the security of the free world required the allies to "do their fair share". America would continue to co-ordinate greater effort from them and should continue to lead by example. It would be difficult to call for a greater response from the allies if at the same

time Washington cut defence expenditure. "As we work to get our allies to do more, we should not be tempted out of frustration to do less ourselves. Such short-sighted action can very well result in lesser, not greater, allied defence effort. It would also, of course, play directly into Soviet hands."

Mr Weinberger was giving testimony to the Senate Armed Services Committee on Mr Reagan's proposed 7.7 per cent increase in defence spending, providing a total defence budget of \$132 billion for the year beginning next October.

## THE TIMES INFORMATION SERVICE

### Today's events

#### Royal engagements

The Duke of Edinburgh, President of World Wildlife Fund International, attends a concert in aid of WWF at the Palais des Beaux Arts, Brussels, 8.

The Princess of Wales, Patron of the National Rubella Council, attends a reception for members of Asian communities at the Royal Society of Medicine, 1 Wimpole Street, London W1, 5.

#### New exhibitions

Artists from the South: John Hansard Gallery, Southampton University, Mon to Sat 10 to 6 (ends Feb 21).

#### Exhibitions in progress

Watercolours from the

permanent collection: Victoria Art Gallery, Bridge St, Bath. Mon to Fri 10 to 6, Sat 10 to 5 (ends Jan 31).

Robert Harris 1849-1919: Turner House, Plymouth Rd, Faversham, Tues to Sat 11 to 12.45 (ends Jan 31).

#### Music

Organ recital by Malcolm Archer, Bristol Cathedral, College Green, 1.15.

BBC Welsh Symphony Orchestra: 1 and 2 The War of the Worlds performed by the New Glamorgan Philharmonic Orchestra and Rock Band: St David's Hall, The Hayes, Cardiff, 7.30.

Violin recital by Sigiswald Kuijken; Robinson College Chapel, Cambridge, 8.

Organ recital by Simon Lindley: Town Hall, Leeds, 1.05.

Lunchtime concert: Usher Gallery, Llandud, 1.05.

Talks, films and lectures

You Can't Beat Bones: talk by Jenny Coy, Head of the Faunal Remains Project, Southampton University: The King's House, 65 The Close, Salisbury, 7.30.

Wild Flowers of the Wild West, talk by Mrs J. Osborne: Birmingham and Midland Institute, Margaret St, Birmingham, 7.

Film: The Good Father, Plymouth Arts Centre, 38 Looe St, 8.

Vikings in Cumbria, illustrated lecture by Dr W. Rollinson of Liverpool University: Victoria Hall, Grange-over-Sands, Cumbria, 7.15.

Promissory Plants, lecture by Professor C. A. Stace, professor of Plant Taxonomy, Bennett Lecture Theatre 1, University Rd, Leicester, 5.15.

Adultery, Charivari, and Political Allegory in an Early 14th century Roman, by Professor Elizabeth A. R. Brown, of the University of New York: Faculty Room S, David Hume Tower, Edinburgh University, George Sq, 4.15.

### Snow code for drivers

The AA advises drivers who are stranded in snow to:

- Stay inside the vehicle.
- Use a marker to the top of the car.
- Ensure that an air channel is kept open.
- Keep the air fresh by regularly opening windows on the side away from the wind.
- Join others in the vehicle best able to keep warm or in the best position for rescuers, if stranded in a group of motorists.
- Listen to radio reports.
- Remember that trying to reach a telephone through deep snow and intense cold can be dangerously exhausting.

Drivers are also advised to carry a shovel, wellingtons, warm clothing including a hat, blankets, warm drinks, chocolates and sweets.

### Roads

London and the South-East: Expect single file traffic and temporary lights at Langley Vale Rd. A26/A31 Single file traffic and temporary lights at Colliers Hill St. A26/A31 Single file traffic and temporary lights at Colliers Hill St. A26/A31 Single file traffic and temporary lights at Colliers Hill St.

The North: At junctions 31 and 32, diversions and slip roads at junctions 31 and 32, diversions and slip roads at junctions 31 and 32, diversions and slip roads at junctions 31 and 32.

On the West: At junctions 31 and 32, diversions and slip roads at junctions 31 and 32, diversions and slip roads at junctions 31 and 32.

Information supplied by the AA

### Anniversaries

Deaths: Edmund Spenser, poet, London, 1599; George Fox, founder of the Society of Friends, London 1674; Stephen Collins Foster, song writer, New York, 1864; James Joyce, novelist and poet, Zurich, 1941; Herbert Humphrey, 38th vice-president of the USA 1963-69.

The Independent Labour Party was formed, 1893.

### Parliament today

Commons (2.30): Debate on the Army.

Lords (2.30): Debtors (Scotland) Bill, second reading.

Provisions Act 1978 (Continuation) (No 3) Order. Animals (Scotland) Bill, second reading.

### The pound

Bank of England: Bank Rate 10.5%.

Notes for small denomination bank notes only supplied by Bank of England P.L.C. Different rates apply to travellers' cheques and other foreign currency business.

### TV top ten

National top ten television programmes in the week ending December 26:

1. Sesame Street Part 2 (Thurs/Sat) 28.1m
2. The Saturday Show Part 1 (Thurs/Sat) 25.5m
3. The Saturday Show Part 2 (Thurs/Sat) 25.5m
4. The Saturday Show Part 3 (Thurs/Sat) 25.5m
5. The Saturday Show Part 4 (Thurs/Sat) 25.5m
6. The Saturday Show Part 5 (Thurs/Sat) 25.5m
7. The Saturday Show Part 6 (Thurs/Sat) 25.5m
8. The Saturday Show Part 7 (Thurs/Sat) 25.5m
9. The Saturday Show Part 8 (Thurs/Sat) 25.5m
10. The Saturday Show Part 9 (Thurs/Sat) 25.5m

Channel 4: 1. Coronation Street (Mon) Granada 13.5m

Channel 5: 1. The Saturday Show Part 1 (Thurs/Sat) 25.5m

Channel 6: 1. The Saturday Show Part 2 (Thurs/Sat) 25.5m

Channel 7: 1. The Saturday Show Part 3 (Thurs/Sat) 25.5m

Channel 8: 1. The Saturday Show Part 4 (Thurs/Sat) 25.5m

Channel 9: 1. The Saturday Show Part 5 (Thurs/Sat) 25.5m

Channel 10: 1. The Saturday Show Part 6 (Thurs/Sat) 25.5m

Channel 11: 1. The Saturday Show Part 7 (Thurs/Sat) 25.5m

Channel 12: 1. The Saturday Show Part 8 (Thurs/Sat) 25.5m

Channel 13: 1. The Saturday Show Part 9 (Thurs/Sat) 25.5m

Channel 14: 1. The Saturday Show Part 10 (Thurs/Sat) 25.5m

### Our address

Information for inclusion in The Times Yellow Pages: The Times, 1, Victoria Street, London, EC1A 3DF.

Notes: The FT index closed up 3 at 1383.4.

### WEATHER

A cold E or NE airflow will cover the country. It will be very cold everywhere with temperatures staying below freezing and severe frost at night. Eastern areas of England will have a lot of cloud. There will be snow showers and a spell of more persistent snow, with the snow settling in the afternoon and evening. Central S England, the Channel Islands, the Midlands and NW England will have some sunshine and snow showers with more continuous snow in the evening. SW England, Wales, the Isle of Man, N Ireland and western Scotland will be sunny at times with snow showers. Eastern Scotland, Orkney and Shetland will have a little sunshine and snow showers, some heavy.

### HIGH TIDES

TODAY	All	HT	PM	HT
Abbeville	12.12	3.5	12.23	3.5
Amble	12.12	3.5	12.23	3.5
Amble	12.12	3.5	12.23	3.5
Amble	12.12	3.5	12.23	3.5
Amble	12.12	3.5	12.23	3.5
Amble	12.12	3.5	12.23	3.5
Amble	12.12	3.5	12.23	3.5
Amble	12.12	3.5	12.23	3.5
Amble	12.12	3.5	12.23	3.5
Amble	12.12	3.5	12.23	3.5

### AROUND BRITAIN

Sea	Wind	Temp	Cloud	Light
South	1.0	10	1-3	bright
West	1.0	10	1-3	bright
North	1.0	10	1-3	bright
East	1.0	10	1-3	bright
South	1.0	10	1-3	bright
West	1.0	10	1-3	bright
North	1.0	10	1-3	bright
East	1.0	10	1-3	bright
South	1.0	10	1-3	bright
West	1.0	10	1-3	bright

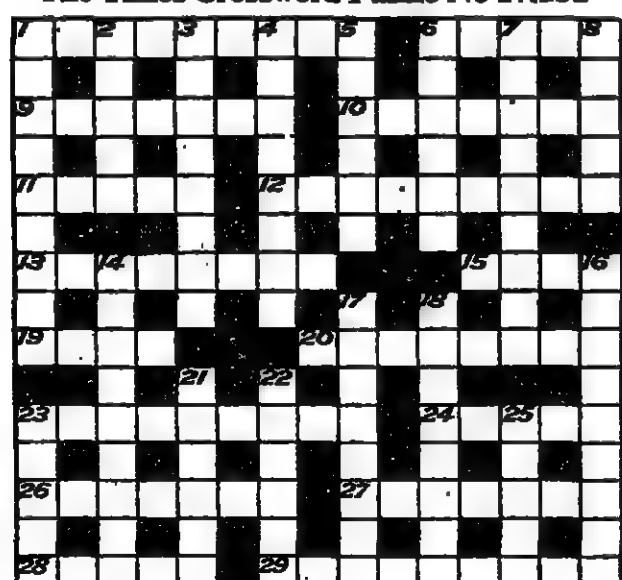
### NOON TODAY

Temp	Wind	Temp	Wind
10	1.0	10	1.0
10	1.0	10	1.0
10	1.0	10	1.0
10	1.0	10	1.0
10	1.0	10	1.0
10	1.0	10	1.0
10	1.0	10	1.0
10	1.0	10	1.0
10	1.0	10	1.0
10	1.0	10	1.0

### ABROAD

Temp	Wind	Temp	Wind
10	1.0	10	1.0
10	1.0	10	1.0
10	1.0	10	1.0
10	1.0	10	1.0
10	1.0	10	1.0
10	1.0	10	1.0
10	1.0	10	1.0
10	1.0	10	1.0
10	1.0	10	1.0
10	1.0	10	1.0

### The Times Crossword Puzzle No 17,252



- ACROSS
- 1 Youth with a type of cartoon fish (9).
  - 6 Guardian accommodating many points of view? (5).
  - 9 A Roman county contains only the strawberry-tree? (7).
  - 10 Drive back about heat? (7).
  - 11 Supplier of Samson's meat bit of a riddle? (5).
  - 12 Bird, fish or soldier of incomparable heroism? (9).
  - 13 Such displays of music and drama are back in the eye (8).
  - 15 One in a nest was quiet (4).
  - 19 Record the end of the race (4).
  - 20 Constant as this, Caesar said he was (4,4).
  - 23 Ceremonial march when king leaves Stoke Poges, perhaps (5-4).
  - 24 Harris's uncle suckled by a she-wolf? (5).
  - 26 Daily, to which a journalist returns for a bit of word-play? (7).
  - 27 Take road into Italy perhaps after due time? (7).
  - 28 Character from 22 turns a stone round (5).
  - 29 Explosive material from an old sailor boy, we hear (9).
- DOWN
- 1 A Scot unhappily without a drink? Who gets the blame? (9).
  - 2 Being mechanical Leander and Hero both take part (5).
  - 3 Safe to criticize one who wouldn't grow up (5,3).
  - 4 Under the party in office I gain unusual status symbols (8).
  - 5 "Queen rose of the rosebud" of girls? (Tennyson) (6).
  - 6 What's heard at Lort's, or by them, say? (6).
  - 7 God about with ladies' man about tea-time perhaps (9).
  - 8 Weapon by the side of the family tree (5).
  - 14 I see no gap anyway, looking through a keyhole (9).
  - 16 Columns made fairy-fashion (9).
  - 17 This ship a lot damaged (shouldn't be by enemy action) (8).
  - 18 Rent reduction should avoid this sad reaction (4-4).
  - 21 State in which one river flows the wrong way (6).
  - 22 Capital egg supplier in wartime service (6).
  - 23 A lizard, initially observers know, can easily grip when climbing (5).
  - 25 Whitticism going around is a bit wet (5).

Concise Crossword page 10



TUESDAY JANUARY 13 1987

Executive Editor  
Kenneth Fleet

## STOCK MARKET

FT 30 Share

1389.4 (+3.0)

FT-SE 100

1755.6 (+3.3)

Bargains

42778 (47658)

USM (Datastream)

n/a

## THE POUND

US Dollar

1.4900 (+0.0120)

W German mark

2.8161 (-0.0157)

Trade-weighted

68.9 (+0.1)

## US profit

## record for

## NatWest

National Westminster's North American subsidiary, NatWest Bank USA, yesterday announced record pre-tax profits of \$101 million (£67.8 million) for 1986. Earnings after tax rose to \$67.7 million, an increase of 24 per cent.

NatWest said it was the sixth successive year in which the subsidiary's earnings had increased. It is one of the most successful of retail banking ventures undertaken in the US by British banks.

## Profit leap

F H Tomkins, the industrial holding company, made pre-tax profits in the six months to November 1 of £9.3 million compared with £2.4 million in the previous half.

## Ellis climbs

Ellis & Everard, the Yorkshire chemicals distributor, announced results for the six months to the end of October up 68 per cent from £2 million to £3.5 million. Turnover rose from £47.6 million to £66.5 million. An interim dividend of 2.5p was declared.

Tempest, page 19

## Ratners gem

First interim results at Ratners since the acquisition of its main competitor, H Samuel, showed turnover at Britain's biggest jewellery chain jumped 32 per cent to £55.2 million. Pretax profits for the half year to October 6 1986 were £2.2 million, compared with a £159,000 loss in the previous year. The dividend was increased by 0.25p to 1p net.

Tempest, page 19

## Mowlem boost

John Mowlem, the expanding construction company, has liquidated the recently acquired Glasgow Stockholders' Trust. The sale, to Morgan Stanley International, raised £55 million net of expenses.

## THF promise

Trusthouse Forte has given the Department of Trade and Industry undertakings not to sell any part of the Happy Eater chain acquired from Hanson Trust last July, and to run the business separately from the rest of the group, until the Monopolies Commission inquiry is complete.

## HAPPY EATER

## FAMILY RESTAURANTS

Trusthouse Forte has given the Department of Trade and Industry undertakings not to sell any part of the Happy Eater chain acquired from Hanson Trust last July, and to run the business separately from the rest of the group, until the Monopolies Commission inquiry is complete.

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## MARKET SUMMARY

## STOCK MARKETS

New York	2003.80 (-2.11)
Dow Jones	1868.02 (-141.34)
Nikkei Dow	2614.57 (+53.14)
Hang Seng	289.0 (-2.3)
Sydney: AO	1548.6 (+14.4)
Frankfurt	1925.1 (+11.6)
Commerzbank	3999.04 (+11.18)
General	412.6 (+3.4)
Paris: CAC	558.90 (same)
Zurich: S&K Gen	85.23 (-0.08)
London: A	1755.6 (+3.3)
FT 30 Share	1389.4 (+3.0)
FT-SE 100	1755.6 (+3.3)
Bargains	42778 (47658)
USM (Datastream)	n/a
Trade-weighted	68.9 (+0.1)

## INTEREST RATES

London: Bank Base	11%
3-month interbank	11 1/4-11 1/2%
3-month eligible bills	10 1/2-10 3/4%
US: Prime Rate	7 1/2%
Federal Funds	5.37-5.38%
3-month Treasury	10 1/2-10 3/4%

## CURRENCIES

London:	New York:
£ \$1.4900	£ \$1.4910
£ DM2.8210	£ DM1.9905
£ Sfr2.3568	£ Sfr1.5815
£ ¥193.840	£ ¥193.840
£ ¥233.67	£ ¥233.67
£ index: 68.9	£ index: 68.9
ECU £0.733081	ECU £0.733081

## Spending spree bigger than expected

## High St boom breaks record

By David Smith, Economics Correspondent

The high street boom in the run-up to Christmas was even stronger than originally thought, according to new official figures. But there was some easing in the growth of credit.

The index of retail sales volume in November is now estimated at 126.4 (1980=100) which is higher than the provisional estimate of 126.1 and 2.6 per cent higher than in October, the previous record. Retailers report a good December although officials at the Department of Trade and Industry were cautious about assessing the prospects for the official statistics in December.

Retail sales in November were 7.5 per cent up on a year earlier. In the first 11 months of last year, sales volume was

5.1 per cent higher than in the corresponding period of 1985. The value of retail sales in November averaged £2,045 million a week compared with £1,850 million in October.

The amount of new credit advanced to consumers in November was £2,585 million, down from £2,806 million in October. But credit advanced in the September-November period was 5 per cent up on the previous three months and advances on bank credit cards increased by 10 per cent over the same period.

Whitehall officials pointed out that a high proportion of advances on bank credit cards are repaid within the month and are therefore used as a method of payment rather

than as a means of obtaining credit. At the end of November, the total amount of credit outstanding was £23,477 million, 4 per cent up on the level three months earlier and equivalent to more than £400 for each member of the population.

The retail sales figures show that mixed retail businesses, which include chains such as Marks and Spencer, have been making the running.

In the September-November period, the volume of sales by mixed retail businesses was 4.1 per cent up on the previous three months, compared with rises of 1.9 per cent for non-food retailers, 1.5 per cent for food retailers, and 2.2 per cent for retailers overall.

## Industry's costs held

Inflationary pressures on industry remained subdued last month, official figures showed. Industry's raw material and fuel costs rose by less than is normal at this time of year.

Although there was a 2.1 per cent rise in the index of manufacturing industry's material and fuel costs last month, this was almost entirely due to the effect of winter electricity tariffs coming into force.

Other cost increases were subdued and the pound, actually, showed a small rise

against the dollar last month. As a result, seasonally-adjusted figures from the Department of Trade and Industry showed that there was an underlying fall of 0.6 per cent in industry's costs last month.

The effects of lower oil prices earlier last year mean that industry is still paying less for its materials and fuels than it was a year ago. The index of raw material and fuel costs last month was 3.3 per cent down on a year earlier. In November, it was 3.5 per cent down.

Manufacturing industry's prices at the factory gate rose by 0.3 per cent last month to 4.2 per cent up on the December 1985 level. This matched the lowest rate of increase since the early 1970s.

For last year as a whole, manufacturing industry's raw material and fuel costs fell by 8.1 per cent compared with 1985. Prices of factory output increased by 4.5 per cent. Retail price figures due on Friday are expected to show that the rate of inflation increased last month. Expectations are for a rise in the rate to around 3.7 per cent.

## Shopping inquiry opens

By Judith Huxley

The public inquiry into Capital & Counties, and Pearson's plans for a 1.1 million sq ft out-of-town shopping centre close to the M25 motorway at Thurrock, Essex, opens today.

Retailers and developers will be looking closely at the outcome of the inquiry with 61 million sq ft of out-of-town shopping projects in the pipeline.

Marks and Spencer, British Home Stores, Debenhams, John Lewis group and Fenwick have all expressed interest in taking space in the retail and leisure development, which will be the largest in Europe.

Pearson Lakeside, part of Pearson, owners of the Financial Times, Lazard Brothers, the merchant bank, Royal Doulton, the china group, and Capital & Counties, the retail developer owned by Liberty Life, the South African insurance company, are facing opposition from eight local authorities despite the fact that their site is not in the green belt.

Thurrock Borough Council, in whose area the scheme falls, is in favour of the scheme. The public inquiry was originally called to decide on two competing schemes at Thurrock.

Town & City, part of the Peninsular and Oriental Steam Navigation Company, had a rival 1 million sq ft plan for its site west of the M25. But Capital & Counties and Pearson bought that site just before the end of last year, eliminating the competition.

Shopping revolution, page 16

## Europe seeks common electronics 'language'

By Michael Tate

Seven of Europe's largest electronics companies are working together to try to clear the biggest remaining obstacle of centralizing control of electronics in the home.

The seven, including Britain's Thorn EMI, GEC and Mullard, have set up a £12 million research project under the Eureka programme which will study the feasibility of standardizing the "language" used by their products.

The companies involved — the other four are Philips, Thomson, Siemens and Electrolux — account for the bulk of sales of television sets, video, white goods and central heating and air conditioning equipment in Europe. They have given themselves two years to devise a system, which will enable the microprocessors within their products to "talk" to each other.

## Scots insurance boost

Scotland's life assurance companies have greatly increased business in the past year, Scottish Financial Enterprise said yesterday.

Nine leading companies had £29.6 billion under management at the end of 1986 compared with £22.7 billion in 1985.

SFE added that new annual premiums for individual life and pensions business were up 39 per cent at £406 million, and new single premiums, at £1,190 million, had risen by

52 per cent. Direct unit trust sales totalled £277 million.

The increase in business for the nine companies, which form the Associated Scottish Life Offices, brought their total number of jobs to 10,635.

The companies are: FS Assurance, The Life Association of Scotland, Scottish Amicable, Scottish Equitable Life, Scottish Life, Scottish Mutual, Scottish Provident, Scottish Widows and Standard Life.

## Sprinkel tipped for Federal Reserve

## In Volcker's footsteps

From Bailey Morris, Washington

Senior White House officials will attempt to agree this week on a successor to Mr Paul Volcker, the Federal Reserve Board chairman who has lost powerful support due to his quiet criticism of American international economic policy.

Administration sources confirmed yesterday that Mr Beryl Sprinkel had emerged as the strongest candidate to replace Mr Volcker, largely due to the backing of Mr Donald Regan, the White House chief of staff.

Mr Regan, who appears to have weathered the immediate ill effects of the "frustrated" scandal, has said he regards the appointment of a new central bank chairman as one of the most important issues left on President Reagan's economic agenda.

Mr Regan's decision to promote the candidacy of Mr Sprinkel, chairman of the Council of Economic Advisors, has provoked strong criticism from Wall Street officials and in the international economic community.

Mr Sprinkel's reputation suffered when, as under-secretary of the Treasury, he strongly opposed the views of Mr Regan that the good effects of record fiscal deficits outweighed the bad. At the same time, Mr Sprinkel, a professed disciple of Mr Milton Friedman, the monetarist, was criticized for his lack of international experience.

Administration sources said it was likely Mr Regan would



Beryl Sprinkel: has the backing of Donald Regan

attempt to force an agreement on Mr Sprinkel this week when White House officials review candidates to fill two vacancies on the powerful board. If Mr Sprinkel is named to one of the vacancies, he will probably also be made chairman when Mr Volcker's second term expires in August.

The role of Mr James Baker, the Treasury Secretary, will be crucial to the process, said Administration officials, who noted that it was Mr Baker, as chief of staff, who engineered the re-appointment of Mr Volcker to a second term in 1983.

It has been rumored that Mr Baker was angered by comments made by Mr Volcker, which were seen as critical of US economic policies towards Japan and West Germany.

This appeared to diminish hopes among Federal Reserve

## Dollar hit by EMS shuffle

By Our Economics Correspondent

The dollar fell sharply yesterday, in the wake of the weekend realignment of the currencies of the European Monetary System.

Despite central bank intervention, the dollar fell below the key DM1.90 level. The dollar's weakness helped the pound to register a strong gain. It rose 1.2 cents to \$1.4900, helped by firmer oil prices.

But the pound fell from DM2.8390 to DM2.8210, and the sterling index managed only a 0.1 point gain to 68.9.

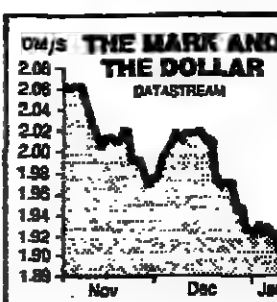
The dollar fell by nearly three pence against the mark, dropping from DM1.9160 to DM1.8900, its lowest since the early 1980s.

The dollar also fell against the yen, from 158 to 156.8. The EMS agreement, featuring a 3 per cent revaluation of the mark and the Dutch guilder, and a 2 per cent revaluation of the Belgian/Luxembourg francs, appears to have diverted currency market pressure back towards the dollar.

Yesterday was a trouble-free day for the EMS, with currencies trading comfortably in their new bands.

But dealers said the dollar's weakness, if maintained, could result in the return of pressure for a further mark revaluation.

The participants in the EMS talks expressed the hope that



DM/\$ THE MARK AND THE DOLLAR

the agreement could result in lower interest rates in Europe. M. Edouard Balladur, the French finance minister, said: "Money market rates could rapidly fall in West Germany — this is what the German authorities led us to understand in Brussels."

Herr Gerhard Stoltenberg,

the German finance minister, said that he anticipated a limited fall in German money market rates.

But he added that he was not suggesting a cut in the German discount rate, which, he said, was the preserve of the Bundesbank.

Interest rates in France, Denmark and Belgium look likely to fall in the wake of the EMS agreement, from the crisis levels established last week.

Interest rates in the London money markets caught a flavour of this interest rate optimism. The three-month interbank rate edged down 1/8 points to 11 1/8-11 1/4 per cent.

Fine-tuning, page 18



Ready for takeoff: Colin Marshall with hostesses Debbie Flynn and Martine Fitzgerald

## Icy start for BA road show

British Airways began its circuits and bumps among the financial community yesterday as it began to push the advantages of privatization.

First, though, they had to demonstrate a little technical efficiency in order to overcome the temperature that smothered most of Britain.

The "road show" jet they were using for the purpose, a BAC 1-11 in special livery, had to be sprayed with gallons of de-icing fluid in order to make the wing flaps fully operational for the flight from Heathrow to Aberdeen.

After which, the airline's executives and the "personality girls" set off on their first leg of the promotional tour. Glinting on the fuselage in the wintry sunshine was the slogan "Britain's Highest Flying Company", somewhat more to the point and slightly more elegant than the recent smother of "Well Said".

"The message we are hoping to put over in this road show is how a turnaround has been accomplished in the overall performance of British Airways," said Mr Colin Marshall, chief executive.

His team will call at Glasgow, Newcastle, Leeds and Edinburgh before a short tour in the United States.

## Coffee futures hit five-year low

By Richard Lander

Coffee prices tumbled further on the futures markets yesterday with rates in New York reaching their lowest levels for five years.

The recent weakness in the market was exposed again after traders took stock of lower export prices from Brazil and new sales by Colombia. Further downward pressure was exerted by chart-based selling, but the lower prices failed to attract any buying from coffee roasters.

"The trade is keeping a very close position because nobody has great conviction where the

bottom of the market is," said one trader.

In London, March futures ended £50 lower at £1,597 a tonne after touching £1,575, while the May contract in New York was 3.67c lower at \$1,308 a pound.

Producing members of the International Coffee Organization are pressing for the re-introduction of export quotas, which were suspended a year ago when the price touched £3,000 a tonne. Such a proposal could take time to implement while new quota allocations are worked out.

## LCE votes for options

Members of the London Commodity Exchange and its sister market, the International Petroleum Exchange, have approved the introduction of traded options in May and a special class of membership for options traders.

Thirty options memberships, costing £15,000 for new members and £10,000 for existing floor members, will be available after the exchanges move to new premises in the London Docklands at Easter.

## Hitachi to build £7m factory

Hitachi, the Japanese consumer and industrial electrical products manufacturer, plans to invest £7 million in a microwave oven factory in South Wales.

The company decided to site the plant, its first microwave manufacturing operation outside Japan, at Hirwaun, Mid-Glamorgan, next to its colour television, video recorder and audio equipment factory, despite intense competition from West Germany and France.

The factory, which is expected to create 200 jobs in an area of high unemployment, will take up 85,000 sq ft on a four-acre site leased from the Welsh Development Agency.

The factory will be built in time for production to start at the end of the year.

Mr Ted Kurose, managing director of Hitachi Consumer Products (UK), said: "We believe there will be a great future for the new plant. We estimate demand for micro-

wave ovens in Europe is about 2.5 million units annually — and increasing."

He said Hirwaun was chosen partly because of the success of the single-union agreement with the electricians' union, the EETPU.

The microwave oven factory will be a complete manufacturing facility, from pressing and welding up to and including final assembly.

Hitachi announced last week that 120 temporary jobs given to school-leavers at its colour television plant will be made permanent positions.

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# Freezing weather puts skids under the insurance sector

By Carol Leonard

As the Siberian weather grips Britain, talk of frozen pipes, flooded homes and skidding cars took its toll on insurance stocks.

While the rest of the market continued to hit new highs, the composite insurance sector was headed in the other direction with General Accident and Royal Insurance falling furthest. They both lost 11p to 853p and 868p respectively.

Guardian Royal gave up 9p to 823p, Sun Alliance 5p to 693p and Commercial Union 4p to 291p.

Mr Andrew Cress, composite insurance analyst at Laing & Cruickshank, the broker, said the selling was more on emotional grounds than fundamental. "I think most fund managers had a difficult journey into work yesterday and as they trudged in their wheels they probably decided to sell a few composites."

He also said that the sector was now being hit by an article in the US insurance magazine, *Business Insurance*, which provided evidence that increases in premiums for commercial property insurance were beginning to flatten out.

Elsewhere equities started the new account in a confident mood, despite a bout of

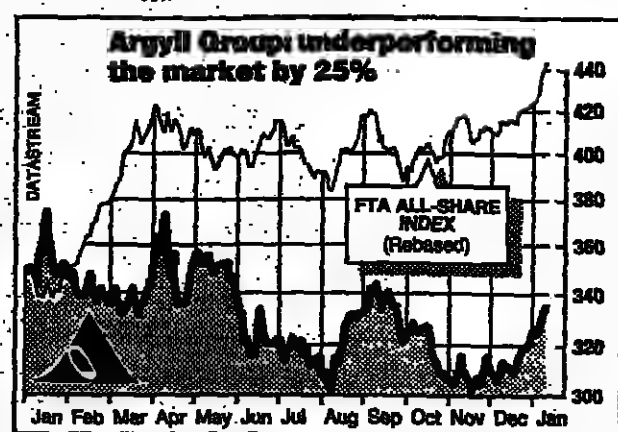
nervous selling in mid-morning after market-makers had marked stocks up too quickly, which brought about a fall in the FT-SE 100 share index of 0.8 points at midday. The FT-SE index managed to close 3.3 points higher at another new high of 1755.6 while the FT-30 share index, after following a similar pattern, closed 3.0 higher at 1,389.4.

Gift-edged stocks opened as much as 2 1/2 better, prompting the Treasury to release some more of its 10 per cent 1994 10p to market-makers, but they then turned lower, for no obvious reason, and ended the day unchanged in the shorts and about 2 1/2 lower in the longs.

The strength of the pound

Market-men are tipping Tarmac as the likely saviour of Feb International, the building chemicals manufacturer which asked for its shares to be suspended "pending an announcement" last Wednesday. Feb's broker, Savory Milly, says it hopes to make the announcement this week.

Against the dollar failed to lift them as traders watched the pound simultaneously edge lower against the mark. The end result was a marginal



Argyll Group underperforming the market by 25%

improvement in the trade-weighted index from 68.8 on Friday to 68.9 yesterday.

Among leaders, Cable & Wireless was lifted by bid speculation, its climbed 8p to 205p as more than 10 million shares went through the market. Cable and Wireless improved 10p to 364p and Glaxo 5p to 1130p. But the thought of figures on Thursday from THF knocked 2p of its shares, taking them down to 184p.

Mr James Gulliver's Argyll Group, owner of the Presto supermarket chain, jumped 10p to 345p amid speculation that it may be on the brink of a reverse takeover of Guinness.

Argyll's shares nosedived when its £2.7 billion takeover bid for Distillers failed at the tail-end of 1985 and have been

of Argyll's traditional premium rating to other second division food retailers. But during the past few days they have been showing signs of renewed life.

The management succession problem at Guinness, coupled with the threat of litigation by Argyll to recover the estimated £30 million costs of the Distillers bid from Guinness, have prompted a number of market-men to name Mr Gulliver as the next potential chief executive of Guinness, should Mr Ernest Saunders fail to return.

But Mr Gulliver says he has not had any talks with Guinness about such a scheme. "I have heard the rumours but I have not had any discussions with them as yet."

Food sector specialists also say that if Argyll is successful in its bid to buy the British arm of Salford supermarkets, and manages to do so at a good price, its premium rating could begin to return.

Guinness shares meanwhile gave up 12p to 298p, with 14 million shares changing hands, on talk that there may soon be other departures from the boardroom.

Hill Samuel, the merchant bank, hit another new high at 48p, after gaining a further 17p, on continued speculative support. Schroder, another potential bid target in the merchant banking sector, jumped 15p to 775p. Morgan Grenfell eased a penny to 400p.

The cold weather meant good news for the oil and gas stocks with partly-paid British Gas shares firming a penny to 67p. A number of small shareholders took advantage of the rise and sold, with volume soaring to 109 million shares.

Benel Holdings, the property development and timber treatment group, went up 4p to 47p on the news, late last night, that Mr Andrew Miller, chairman of Norton Group, has bought a personal 23.7 per cent stake in the company, paying 61p a share, and has been appointed non-executive chairman. The chairmanship had been vacant since the departure of Mr Michael Buckley.

Simplex Engineering jumped 13p to 323p on expectations of an increased offer from Valuedale later today. Simon has consistently remained above the 300p level since the bid was launched.

## Life commissions: time for a radical rethink

Life insurance is sold, not bought, runs the old adage. But, with the life industry dancing such a strenuous jig over commission payments it makes to insurance brokers and other intermediaries which introduce business, the time has come for a radical rethink on the entire structure of remuneration for personal finance go-betweens.

The life industry has been beset by commission squabbles in recent years. Until the end of 1982 the Life Offices' Association, which has since been merged into the Association of British Insurers, operated a not very closely knit commissions agreement. A condition of LOA membership was that life companies had to abide by the payment of maximum levels of commission to intermediaries.

Problem was that an uncomfortably large number of life companies simply chose to either stay outside or to leave the LOA and retain the freedom to place their business supporters what amounted to a sweetener to place business their way. These companies included not only the newer aggressive unit-linked companies such as Abbey Life, Schroder and, for a time, Hambro Life (now Allied Dunbar) but also older-established concerns like Equity & Law.

By the autumn of 1982 the system was breaking so badly that the LOA threw in the towel and, uncharacteristically for any insurance trade association, invited the Government to step in, which declined to do so.

But dire predictions of a commission war came to nothing and over the last four years the life assurance industry's attention has been increasingly taken up with how the problem would be tackled under the emerging Securities and Investments Board regime.

We got part of the answer a month or so before Christmas when the Life Assurance and Unit Trust Regulatory Organisation (Laurto) published its commission proposals.

This was an important step because Laurto is likely to be one of the self-regulating bodies which will have to satisfy SIB that it is patrolling its own patch of the financial services world effectively, and that includes ensuring that insurance commissions are properly paid.

Laurto demonstrated its awareness of the sensitive nature of the subject by stating that an industry commission agreement was essential to avoid a process of bidding-up commissions at the expense of the consumer.

Reaction to the Laurto proposals from insurance trade bodies, as well as from the Unit Trust Association, has concerned itself with trying to refine a fundamentally illogical structure. In the present set-up this is probably as much

as can be expected but no-one should be surprised if an eventually successful attempt to cobble together an industry-wide compromise results in the creation of as many anomalies as it destroys.

The essence of the problem lies in the system itself because it is one which dictates that the intermediary faces the intolerable temptation to point clients in the direction of contracts which pay him commission rather than those which do not even though they might suit the client better.

Moreover, it is no use arguing that this temptation will disappear after a level playing field on commissions is achieved. That partial solution does not tackle the problem of intermediaries failing to place business with non-commission offices such as Equitable Life even though their "best advice" instincts may tell them to do so. That is the point at which business practice and impartial advice part company.

The partial solution also ignores a whole range of savings and investment possibilities - National Savings and investment trusts among them - which do not begin to compete with life assurance and unit trusts, on commission grounds.

If a member of the public presents a financial problem to a financial intermediary, he should be entitled to a financial solution. All too often, however, he will get an insurance-based solution which may or may not be appropriate. It is not the intermediary's fault. It is an act of survival on his part.

The solution must be to turn, however slowly and painfully, to a system of payment by the public for their financial advice with a corresponding reduction of premium rates and/or front-end charges. Many life company chiefs and financial intermediaries are prepared to concede privately that if life assurance were being invented today, this is how the industry would be structured. But, they add, we live in the real world where the British public is just not accustomed to paying for its financial advice.

True enough, but why not allocate some of the millions of pounds that life insurers will spend over the next few months on encouraging the public to deal through an independent intermediary, to educating them on the payment of fees? Fee-based advice is commonplace in accountancy and the law. Why not in financial services whose practitioners are so keen nowadays to stress their professionalism?

Without such a sea-change the sins of commission will continue no matter how elaborate the rule books become. A big nudge in the right direction would come with some concerted lobbying of the Chancellor to make financial advice fees tax-deductible.

### ALPHA STOCKS

These prices are as at 6.45pm

1986	High	Low	Company	Price	Diff	Chg	Vol	1986	High	Low	Company	Price	Diff	Chg	Vol		
355	299		Alfred-Lyons	341	345	-4	14.8	4.2	16.7	3,300	428	373	55	18.8	4.2	16.0	218
188	145		ASDA-MPI	103	103	-	4.8	2.7	17.8	3,600	382	382	0	14.8	4.2	25.0	1,900
408	414		BET	405	470	+10	34.3	5.2	17.0	579	285	218	67	12.3	4.8	23.8	1,100
300	304		BTR	292	287	-5	8.2	3.4	19.8	840	448	485	-37	23.0	5.5	7.3	570
691	444		BAT	408	508	+10	18.4	2.7	13.1	8,200	301	198	103	10.1	8.8	12.3	1,000
519	485		Bardays	618	588	-30	28.1	3.4	7.8	518	251	187	64	5.8	3.0	23.4	8,500
781	703		Bass	776	776	-	94.3	3.2	15.7	371	600	507	93	37.1	8.4	21.7	1,200
488	411		Becham	482	487	+5	17.1	3.8	18.8	1,000	325	247	78	37.8	5.0	8.7	1,800
727	581		Blue Circle	728	788	+60	35.0	4.1	10.8	1,000	375	481	-106	184.6	4.8	15.8	1,000
404	381		BOL	382	382	-	9.4	1.9	18.0	1,200	584	584	0	15.1	2.6	18.8	714
285	219		Boule	246	251	+5	10.8	4.2	16.8	13,000	591	588	3	2.4	3.4	10.5	88
643	488		Br Aerospace	540	545	+5	28.4	4.8	11.4	1,200	246	182	64	7.2	3.8	14.0	4,900
674	61		Br Gas	68	68	-	5.3	2.8	11.1	1,000	588	748	-160	28.8	4.8	24.0	2,400
782	688		Br Petroleum	788	788	-	48.8	2.4	8.3	8,500	284	148	136	4.0	2.8	18.7	1,300
220	188		Br Telecom	215	219	+4	11.3	4.8	18.7	8,700	688	487	201	22.5	4.0	20.0	1,800
180	185		BSI	178	181	+3	8.3	2.2	8.8	8,500	284	734	-450	33.8	5.8	18.8	135
254	258		Buxton	288	288	-	5.1	2.8	17.7	5,000	584	378	206	5.4	0.9	43.8	284
388	377		Cable & Wireless	382	382	-	7.8	2.0	19.8	8,400	791	582	209	74.8	7.8	9.8	1,000
203	172		Cadbury Schweppes	203	208	+5	8.7	4.2	28.9	10,000	540	585	-45	18.0	4.2	11.8	1,700
544	444		Costa Vytella	514	518	+4	17.8	3.8	18.4	1,000	887	782	105	38.7	4.5	71.1	884
255	257		Corn Union	288	287	-1	17.4	4.0	18.1	3,500	448	344	104	8.4	1.8	28.1	1,400
713	583		Costa Goldfields	718	717	-1	10.0	2.8	10.0	1,000	148	148	0	5.1	4.0	18.1	1,000
380	388		Courtauld	348	361	+13	10.8	2.9	11.8	8,000	385	380	5	17.1	3.5	15.5	791
287	281		Dea Corp	288	288	-	10.8	4.7	18.3	5,700	110	733	-623	3.1	1.0	10.1	4,000
380	178		Delema Grp	348	352	+4	4.3	1.2	34.3	5,700	288	112	176	5.8	2.8	28.9	1,800
680	688		Flintco	688	688	-	14.4	1.4	18.6	1,600	188	182	6	2.1	1.1	17.8	8,500
514	788		Gen Accident	848	885	+37	34.8	4.0	21.4	138	184	147	37	48.4	5.8	9.8	116
254	180		GEI	181	188	+7	8.5	3.5	18.0	4,500	288	288	0	11.8	3.9	14.8	1,800
11	887		Glen	11	11	-	38.0	1.8	28.8	1,500	72	818	-746	17.8	4.0	68.3	287
11	385		Grand Met	488	487	-1	14.8	2.8	18.7	1,700	308	12	296	7.8	0.1	8.1	8,500
11	424		GRS A	410	410	-	21.4	3.0	14.8	987	488	340	148	8.1	2.1	84.3	1,400
595	787		GRS B	818	828	+10	42.8	3.8	28.8	284	288	442	-154	28.0	8.0	38.8	1,400
285	285		GRS C	288	288	-	17.8	4.8	8.8	788	250	153	97	18.8	8.8	11.1	818
580	574		Guinness	588	587	-1	11.4	3.8	11.8	14,000	188	138	50	1.8	1.8	18.8	1,500
218	158		Hanson	208	204	-4	8.1	3.0	12.8	8,300	32	75	-43	80.1	2.7	20.1	280
823	488		Hawker Siddeley	508	508	-	21.4	4.8	11.1	788	288	218	70	13.8	5.8	18.0	2,500
12	888		Imp Chem Ind	11	11	-	18.5	4.2	18.1	1,700	878	174	704	3.0	1.2	38.7	3,500
288	288		Jaguar	284	288	+4	18.7	4.2	18.1	1,700	888	688	200	22.8	5.8	28.2	138

### TEMPUS

## City has great expectations for Tomkins in the longer term

FH Tomkins shares bounced 16p higher to 304p on the interim results but they are still a long way from recapturing the heady rating of earlier days.

Pre-tax profits, including four-and-a-half months of Pegler-Hattersley, almost quadrupled to £9.3 million from £2.4 million, on turnover up from £26.5 million to £93.5 million.

The prospective p/e ratio, assuming full-year profits of £28.5 million and tax at 35 per cent, is just under 15½ fully diluted. It is the lowest rating since Mr Greg Hutchings, chief executive, took over at Tomkins in 1983.

The reason is market sentiment, rather than fears that Mr Hutchings is losing his touch. To some extent the growing size of the company inevitably puts the brake on high ratings, as the upside becomes constrained by the company's ability to find larger and larger acquisitions.

The City has also fallen out of love with acquisition-powered conglomerates, especially those such as Tomkins that do not give breakdowns of the performance of individual companies.

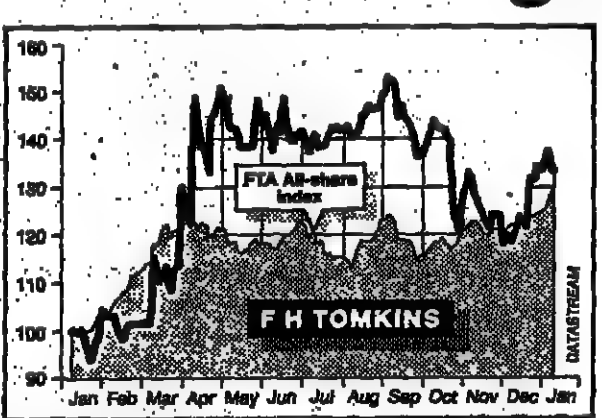
Pegler-Hattersley's contribution has not been separated from those of longer-held Tomkins companies.

Undoubtedly some of these did very well and showed good organic growth. The former GKN subsidiaries, bought in August 1985, achieved a significant profit increase on a small rise in sales and the return on capital employed rose more than 45 per cent.

Totectors and Ferraris Piston Service also had excellent first halves. The British industrial fastener companies faced a difficult market but are generating a good cash flow and the French distribution companies continued their improvement.

The integration of Pegler is still under way, but is not taking up so much management time that Tomkins would refuse another acquisition if the right opportunity presented itself.

The problem is not lack of opportunity but the com-



FH TOMKINS

pany's unwillingness to use its shares at present levels.

The rapidly-growing cash pile of nearly £40 million, including short-term investments, gives Tomkins leeway to gear up for a cash bid of up to £110 million.

There are enough companies around fitting Tomkins' acquisition criteria to give it scope. The mood against contested bids at present is also unlikely to deter it. It has enough confidence to believe it could plead its case, if the target was right. It would also be willing to buy into new business areas to broaden its base away from industrial valves, building and industrial products and distribution.

Given market sentiment, the shares are unlikely to outperform in the short term. The City is, however, confident the company will continue to notch up growing profits and has £35.5 million pencilled in for 1987-88.

**Ratners**

Ratners, Britain's biggest jewellery chain, makes no secret of its ambition. Jewellery is the only sector of the retail trade still in the hands of the independents, and Mr Gerald Ratner, the chairman, aims to capture 50 per cent of the market, compared with the 19 per cent he has now.

If the interim results are anything to go by, he should achieve his ambition.

Turnover jumped 32 per cent to £55.2 million of which Ratners was £24.5 million, up 50 per cent and H Samuel (which was included for three

year pretax profits of £20 to £21 million for the final results to January 1987. The premium multiple of 17.5 is well deserved.

**Ellis & Everard**

Ellis & Everard is not entirely unhappy about the big freeze because its recently acquired Cargo Fleet Chemicals has a business distributing de-icers and anti-freeze.

Cargo Fleet is earning its way in more ways than one. Without its maiden contribution, Ellis & Everard's interim results are less impressive with turnover a whisker lower and profits up by under 20 per cent.

With a fifth of the British market and wide geographical coverage, the way forward at home is by improving the range and mix of products.

In the US, however, there is still scope for geographical expansion. The group's most recent purchase, Apperson Chemicals, places it in the top 10 US chemical distributors with an annual turnover of \$75 million (£50.4 million) but a market share of under 1 per cent.

The solvents and petrochemicals-oriented business, Prillman, has suffered from lower oil prices but is holding its own. A lack of activity in Middle Eastern and Nigerian markets affected the exports division's turnover but high-margin contracts, pushed profits ahead.

Although still suffering from the loss of a big customer, ground is being made up in the manufacturing division; the spread of business is now much improved.

Although Ellis & Everard is seen to be Europe's only independent distributor, its relationship with ICI, which has a 28 per cent shareholding, is very close. The new larger chemicals and polymers grouping at ICI should lead to increased business for Ellis & Everard.















## COMPUTER HORIZONS/2

## Japan's new leap forward

While Britain now has another weighty report that says it has little hope of competing in world markets for science and technology unless radical measures are taken, at least one of its major competitors, America, has its own technology problems that could first become equally serious.

In Britain the answer is seen as more funding, new leadership and the appointment of a Cabinet minister responsible for science and technology, according to last week's report from a House of Lords select committee.

"In spite of the valiant efforts of individuals to make the present system work and in spite of a few success stories in branches of science and technology, morale in the scientific community is at an all-time low and pessimism in industry is common," it said, warning yet again that research and development in both the public and private sector is seriously underfunded.

Few would argue America has the same problems — the brain drain of British scientists and engineers to work there is now running at over 1,000 per year says the US National Science Foundation.

Yet America's semiconductor manufacturers — the core of the nation's computer and high technology business — have fallen so far behind Japanese competitors in crucial areas, that it is seriously being questioned as to whether its semiconductor business can survive without heavy Japanese involvement.

With silicon chips as the central component for computers and other technological devices, if the Japanese gain a virtual monopoly of advanced semiconductors so too, they will have the ability to use these chips to best advantage for their own products, making Japanese computers — still a rare sight outside Japan — a considerably greater competitive threat.

For America it is immediately a

an official announcement is expected next month.

Japanese manufacturers now hold nearly a 100 percent share of the 1 megabit chip market and both Hitachi and Toshiba, two of Japan's major electronics firms, have said they will start manufacturing such semiconductors in the US next year.

The companies said they are trying to shift production emphasis to the 1-megabit chip in view of growing demand worldwide. They predict demand for the large capacity chips will be 50 million units in 1987 — a 10 fold increase from 5 million this year. IBM, for example, has said it will use the chips for its computers in the future.

Over the past two months several major US semiconductor manufacturers have announced alliances with Japanese firms as they try to protect declining profits.

America has always been at the forefront of keeping advanced electronics out of the hands of the Soviet Bloc even to the extent of embarrassing governments by trying to apply domestic laws in other countries on who can use or sell US computers. That role could also pass to the Japanese.

Britain and America face very different problems in making their science and technology competitive abroad, but it is clear that in electronics and computers at least, it should now be the Japanese who must be seen as the major competition.

## America moves in on defence contracts

By Frank Brown

Having supplied computers to the Ministry of Defence for more than 20 years, Digital Equipment (DEC) has decided to form a defence group specifically to bid for high value MOD contracts which it defines as those worth more than £3 million.

The move has been made because computer hardware now forms the major part of various MOD operational requirements, and, says the company, because DEC's Vax range of computers has become the de facto standard in many defence applications.

The group is focusing on three areas: command, control and communications — now the subject of a number of high value projects and traditionally a strong area for DEC, office automation — a fast growing area of defence procurement and expert systems, where advances in artificial intelligence are expected to be used to try and speed up decision making.

The potential computer related business in these areas is in excess of £200 million, and DEC is hoping to substantially increase its UK defence business, which is now around £45 million a year.

The company, which employs 6,000 people in 30 offices in the UK, recently announced the need to increase staff by 1,400 in Britain during 1987, including 160 at its government and defence



Soft touch: Royal Marine Commandos on high technology night operations

## No longer shy

British industry is making more use of the personal computer than many industry observers had predicted, according to a survey published this week by Business Computing and Communications magazine.

The survey — which covered 275 executives, suggested that 75 per cent find that personal computers have increased their productivity though more than half of those surveyed are now taking on work with the computer that had previously been carried out by secretarial or clerical staff.

The survey also suggested that PCs are being used a good deal more than previously thought. Sixty four per cent of users said that they used the computer on average for more

than an hour a day — and two-thirds of the group used their PC for more than eight hours per week.

This finding conflicts with the suggestion by some industry pundits that executives are "keyboard-shy" or find the use of a PC demeaning in any respect.

In fact, most respondents felt they wanted even more training so that they might get even more use from their PCs.

Some two-thirds of those that responded, to the 1000 survey sheets sent to British managers said that they could benefit from further training in the use of their PCs — and almost one-third (29 per cent) felt that suppliers' instruction manuals were inadequate for teaching them how to use their computers.

## The Chinese raise the temperature

## RESEARCH

By Walter Sullivan

Scientists in Peking have reported producing an alloy that becomes superconducting, losing all resistance to electricity, at a temperature so high it would revolutionize the electrical industry. If confirmed, it would be the second major advance in superconductivity within a month.

Superconducting materials are already widely used in designs for computer devices, ultra high-speed signal processing and data recording that use minimum power.

It is also being looked at to magnetically levitate the world's fastest trains, and for nuclear resonance medical diagnosis.

If the Peking results can be duplicated, "the world is not going to be the same," said Dr Robert Cava of AT&T Bell Laboratories. However, he added that it was not yet clear whether the Chinese had demonstrated total loss of electrical resistance.

On December 31 his group and one from the University of Houston both reported producing alloys that almost doubled the extremely low temperatures at which some materials become superconducting.

The Chinese claim would raise the temperature far higher, close to the level where liquid nitrogen could be used to achieve the effect.

This would bring superconductivity within reach of numerous processes involving the transmission of electricity and the generation of strong magnetic fields.

Normally, substantial energy is lost as electricity passes through a wire or other conductor. Such losses limit

the intensity of magnetic fields that can be generated and increase energy costs.

Superconductivity occurs when one among a variety of materials is cooled almost to absolute zero: the total absence of heat — minus 460 degrees Fahrenheit, or minus 273 degrees Celsius.

Electrical resistance occurs at all but very low temperatures because atoms in the conducting materials oscillate over wider and wider distances, thus interfering with the flow of an electrical current. Extremely low temperatures are normally expressed in degrees Kelvin, with zero degrees equal to absolute zero.

Degree increments in the Kelvin scale are the same as in the Celsius scale. In the latter, however, the zero point is the freezing temperature of water; thus, 10 degrees Kelvin is minus 263 degrees Celsius.

Last April the IBM Zurich Research Laboratory in Switzerland reported achieving superconductivity at 30 degrees Kelvin in a mixture of barium, lanthanum, copper and oxygen. It was the first substantial advance in more than a dozen years of worldwide research.

Since then the University of Tokyo, using the same combination of elements, has confirmed the IBM finding.

The official New China News Agency has now reported that at the Institute of Physics of the Chinese Academy of Sciences in Peking researchers have produced superconductivity at 70 degrees Kelvin (minus 203 degrees Celsius or minus 333 degrees Fahrenheit).

As in the IBM and Houston experiments, the material was a mixture of barium, lanthanum, copper and oxygen.

## Computer Events

High Technology in Education, Barbican, London, January 21-24, (01-608 1161)

Videotext User Show, Barbican, London, January 29-30, (01-608 1161)

Which Computer Show, National Exhibition Centre, Birmingham, February 17th-20th, (01-597 5051)

Expo Europe, Olympia 2, London, March 3-5, (01-488 1951)

Computers in Retailing, National Exhibition Centre, Birmingham, March 11-13

Cadcam 87, Metropole Hotel, NEC, Birmingham, March 26, (01-608 1161)

Electronic Printing and Publishing 87, Olympia, London, March 24-27, (047 1001)

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# When it pays to get your job title right

## JOBSCENE

By Eddie Coulter

Is there a difference between sales and marketing? And if there is, who in the computer industry knows it? It is known in marketing circles that much of the industry has for a long time had difficulty in differentiating between the two.

Marketing managers — often exposed as sales executives in disguise — abound. Professional marketers are few. While there are signs that a few computer companies are attempting to recognize the difference, it is the sales professional who still calls the tune, especially on pay.

"The blinkers are still on," says John Levins, computer recruitment consultant with The Davis Company, the executive marketing recruitment specialists.

"Though some computer people now even agree with what qualifies as a specialist marketer and are prepared to recruit the best of them from other business sectors, when it comes to selection time the job still usually goes to a computer sales person."

Being sales-driven, as the computer industry is, there appears to be a tendency for

sales to predominate over the subtleties of marketing.

In the professional marketing world it is often the markets which are identified and created for which products are then developed. The difference may seem subtle, but is highly important.

It means, believes John Levins, that the high technology business exists on insecurity as it is not control of the markets. "As it gets larger the computer industry is losing stability," he says. "Good marketing could remove that insecurity."

This could explain why computer sales people are generally the highest-paid of all sales executives and why they are in such demand.

"The lower the basic salary, the higher the potential reward for computer sales people," is the maxim quoted by Alan Bagley, director of the Birmingham-based Garside Management Consultants, whose clients include a number of the leading computer manufacturers.

"But the higher the rewards the greater the risks."

"It takes a real sales professional with faith in his ability to go from a reasonable basic salary — the average is around £18,000 — with potentially good on-target earnings



"Not everyone sees the difference between sales and marketing," says Bernie Duffield, a director of Icon

to a lower basic with exceedingly high potential earnings. "It is not unusual now for computer manufacturers to pay into the £100,000 bracket to attract the top salesmen," says Alan Bagley.

"Quite a number are earning £150-£180,000 a year and I have heard of one or two on £300,000. But these are thoroughbred computer sales

people, who if they move to another company will have at least three or four years' experience at top selling similar computer architecture."

"They will be expected to generate business from day one. They will pick up a pricing book and be on their way to their high-level contacts. They work unmonitored and with marketplace familiarity."

Market familiarity is becoming increasingly important within computer sales and this could be good news for both sales and marketing people.

"Our view," says Alan Bagley, is that the future sales approach for computer companies is in identification with the vertical markets. This means that there are opportunities for marketing people with solid awareness of a computer company's chosen vertical markets, such as retail markets, local authorities, the police and engineering."

It seems that the computer industry must be prepared to look at other industries in order to attract marketing personnel if they are to be more successful in such vertical markets.

"Computer companies are starting to understand marketing in more depth but not everyone sees the difference between sales and marketing," says Bernie Duffield, director of recruitment consultants Icon.

There are now more opportunities for marketing people to enter the computer business from other industries. They should know their markets as well as having a good grasp of computer technology.

But how technically aware do they need to be? Strong marketing skills and a good background in marketing are of prime importance.

Entry-level salaries to computer industry marketing appear to be between £15-£18,000 a year, while the top marketing managers — even if many of them are computer salesmen in disguise — certainly seem to be justifying a £60,000-a-year income.

The same £60,000-a-year levels are being quoted as the norm for top computer sales people, frequently with a guaranteed basic salary of £18-£20,000.

There are certainly opportunities for sales people from other industries to enter computer sales. They should have a market-identifiable sales track record, be keen and smart and in the 22-25 years old age bracket.

An understanding of the computer business is also required. But there is enough reading material around.

Most important, though, if you want to move into computer sales — and the opportunities are there for you to start at £16-£18,000 a year plus on-target sales earnings of £40,000 — will be sales knowledge of a specified vertical market sector.

## Passport to the £10m contract

### COMPUTER BRIEFING

Software Sciences, a British systems house and a subsidiary of the Thorn-EMI group has been awarded a £10 million contract to computerize the Home Office Passport Department. The department, which issues two million passports a year, will use the system to process applications and to control the production of machine-readable passports that are to be introduced in EEC countries over the next two years.

The contract has aroused considerable interest because the other main contender was the American subsidiary of General Motors, Electronic Data Systems, and there were concerns over the effect on the morale of the British software industry if it started losing government contracts to American firms.

### Alcatel's billions

The telecommunications company formed last month by France's state-owned Compagnie Generale d'Electricite and IIT has forecast that it will earn at least £180 million this year on expected sales of £9 billion. The new company, to be called Alcatel, is now the second-largest telecommunications equipment-maker in the world after AT&T. The company was formed by merging the telecommunications interests of CGE and IIT in a move which seems as the most ambitious yet to create a European telecommunications group capable of competing in global markets.

IIT's former telecommunications interests are expected to contribute about half of the anticipated profits. Under the terms of the final agreement, IIT is being paid \$625 million in cash for the telecommunications business it is giving to Alcatel. In addition, IIT will receive another £240 million representing repayment of IIT's intracompany debt.

### Lotus goes to law

Lotus, in conjunction with other major software developers, has filed a suit against a Vancouver company accused of making illegal copies of software and reselling them for a fee. The suit alleges that Softserve International, which operates as a club, has been charging members about £7 for a 21-day preview of popular programs such as Lotus 1-2-3. After 21 days, members are expected to buy the program or destroy the sample disc, Lotus says.

Lotus and the other plaintiffs — Ashton Tate, Microsoft, Lifestream Associates, Activision and Infocom — allege that the preview programs are illegal copies. The company said it would seek an injunction to bar Softserve from copying and distributing software illegally.

### 'Thinking' revolution

The "thinking machines" now creeping into the workplace will advance the way people work as dramatically as the Industrial Revolution did 200 years ago, according to artificial intelligence experts. "We're really on the threshold of a revolution," says Marvin Minsky, a professor at the Massachusetts Institute of Technology who pioneered the artificial intelligence field. "The development of expert systems is starting to bring computer power into the reach of non-specialists to assist in their work."

Inventor Raymond Kurzweil says: "These are machines that will expand our intellectual capabilities." Kurzweil's companies have used AI technology to create a reading system for the blind, electronic recreation of acoustic musical sounds, and a 1,000-word speech recognition system. Professor Minsky says machines some day may be able to do things we humans cannot do but the hardest things to program into them are the common-sense things we do even as children — like the knowledge.

### Britain loses out

Small high-technology and other firms in the UK are being denied access to more than £1,000 million worth of loans from the European Community — even though British helped to make the cash available, says the Confederation of British Industry. The situation arose because of the Government's withdrawal of exchange risk cover for loans offered under two European schemes designed to help small firms.

Britain was instrumental in making the schemes possible during its presidency of the European Community, said the CBI's Jean Parier, chairman of the CBI's Smaller Firms Council.



"I suggest we stick a trendy logo on the front and market it as a 'designer' system."

Parier said: "Unless something is done the UK will find itself in the paradoxical position of having presided over an increased European support for smaller firms but from which the UK firm is likely to benefit." She has written to Paul Channon, the Trade and Industry Secretary, asking him to reinstate the exchange risk cover or introduce an equivalent measure which will allow loans to be obtained from the two funds.

### Keeping up to date

Desktop Publisher, a specialist British newsletter covering the fast-growing area of desktop publishing has gone monthly. "With the market moving inexorably towards the IBM PC and its users, the newsletter needs a monthly cycle to keep its readers up to date," said the editor, Henry Budgett. The publisher, Desktop Publishing, have also moved into producing videos on the various systems and offering them for sale. Price for the newsletter is £125 per year. (0753 684633)

### Picture telephone

The US government is planning to spend more than \$4 billion on a new telephony system that also carries pictures, handles computer data, sends messages and automatically refuses to answer certain calls. It is now seeking bids for the new system but has not included specific details on how the system would work. Those businesses bidding for the contract are expected to furnish the technology and develop the system.

But the government has said it expects the system to handle transmission of data equal to 70 pages of information a second. By 1992 it is expected that at least half the messages transmitted will be in the form of high-speed computer data. It will also need to permit teleconferencing in which participants can see as well as talk to each other.

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## The small miracle that could revolutionize motors

### ROBOTICS

By Richard Pawson

predicting a million revolutions per second.

Science fiction? Rumour has it that Bell Laboratories in the US are nearing a working prototype of just such a motor, less than one-tenth of one millimetre in diameter.

And the reason this is all shrouded in secrecy is that the first applications of micro-engineering are likely to be military.

Why should the military be interested in microscopic

Rumour has it that robowasps could knock out a Russian tank by flying up the exhaust pipe.

mechanisms with negligible power output?

Suggestions within the scientific community range from the sublime to the ridiculous. One has it that the plan is to design deadly robot insects to be scattered all over the European countryside — America's favourite battlefield scenario.

These robowasps would lie dormant until a Russian invasion, when they could be remotely-controlled to fly up the exhaust pipe of advancing tanks and wreak havoc.

This kind of *Boys' Own* story does a good job of

masking the truth. The military's need for very high speed micromotors can be summarized in one word: gyroscopes — the faster a gyroscope spins the more stable it is.

It seems possible, therefore, that the aim is to produce an entire guidance system on a single chip — low-cost, low-powered, and low-volume. Perfect in other words for small-scale sophisticated weapons such as anti-tank missiles.

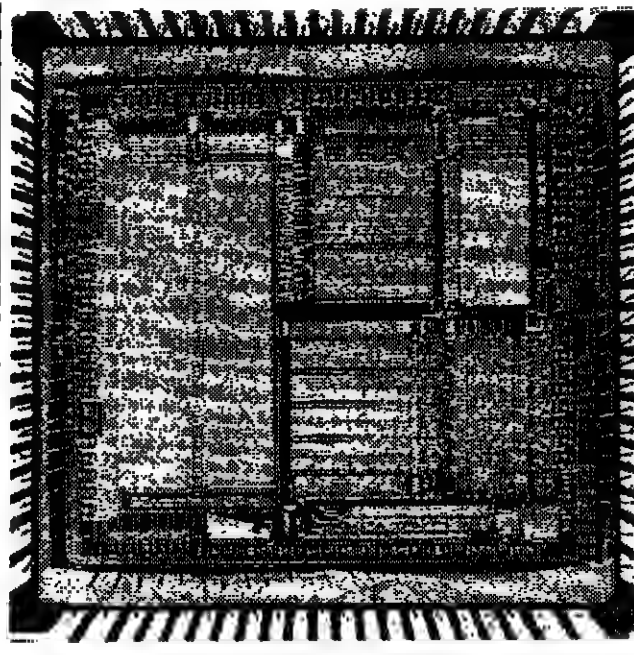
Such prospects must be viewed in context, however. A very high proportion of technological innovation has been funded by the military and most have produced far more constructive applications than destructive.

Potential applications for micro-engineering abound, especially in the field of micro-surgery. Conceptual designs exist for a pair of scissors with a blade length of 1 micron — 1,000th of a millimetre.

The blades would be electronically-controlled from a conventional pair of scissor handles. They would even contain sensors to provide force feedback allowing the surgeon to feel his cuts.

Such technology could enable operations that are currently impossible, such as the splicing of the optic nerve for a complete eye transplant.

But the popular favourite has to be the realm of root insects, programmed to perform useful tasks around the home. Imagine a swarm of the so-called robowasps simply eating up the dirt in the nooks and crannies of the home, or even washing the windows.



Wang chips 1,000 more staff

Faced with steep losses, Wang Laboratories, the manufacturer of office automation equipment, is to cut 1,000 jobs and reduce the pay of its salaried workers in the United States by 6 per cent.

The axing comes at a time when most of the computer industry is still in a prolonged slump.

Wang, which lost \$30 million in its fiscal first quarter ending September 30, said that it will report an equally severe loss for the quarter ending December 31.

"Given our specific situation and the current state of the industry in general, it is imperative that our company adjust its operations," Frederick Wang said. He became the company's president in November, succeeding his father, An Wang, who remains chairman.

Further cost reductions are to be announced in coming months.

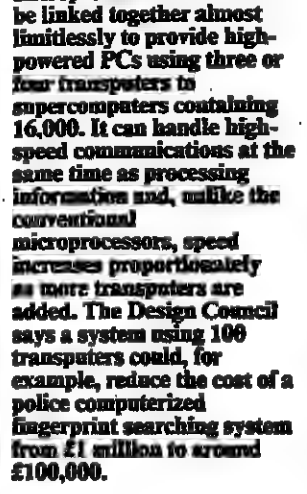
The company seeks to reduce expenses by 5 per cent over the next six months, saving \$50 million.

Analysts said they were not surprised by Wang's sweeping campaign to reduce costs at a time of intense competition and sluggish sales through the computer industry.

Wang began to trim its work force in 1985 by laying off 1,600 employees. Another 1,600 jobs were eliminated through voluntary retrainments in 1986. The latest 1,000 layoffs will reduce Wang's worldwide employ-

### Innovative award

Immos has today won one of the 1987 British Design Awards for its transputer, left — the innovative 32-bit microprocessor which can be linked together almost indefinitely to provide high-powered PCs using three or four transputers in supercomputers containing 16,000. It can handle high-speed communications at the same time as processing information and, unlike the conventional microprocessors, speed increases proportionately as more transputers are added. The Design Council says a system using 100 transputers could, for example, reduce the cost of a police computerized fingerprint searching system from £1 million to around £100,000.



Wang chips 1,000 more staff

ment to 29,000.

Wang is reducing the pay of its salaried workers in the US by 6 per cent for six months, ending June 30, while offering them a "stock grant plan" as a form of compensation based on the hope that Wang shares will rise in value.

The firm, which grew rapidly during the 1970s on the strength of its word processing systems, has run into trouble over the last two years while trying to move into the market for minicomputers.

Wang, which is due to announce a new product tomorrow said it would increase its worldwide sales force by 25 per cent and decentralize the sales organization by giving more responsibility to executives in the field.

## New star shines at Las Vegas

By Geoff Wheelwright

For the first time in four years, microcomputers were not the stars of last week's annual Consumer Electronics Show in Las Vegas — a fact which says far more about the state of the computer industry than it does about the annual glitz and glamour parade of electronics companies in the Nevada desert.

Reports of the show were largely about the mass take-up of Compact Disc (CD) music players and the threat posed to that new and growing industry by the launch of Digital Audio Tape (DAT).

At least it gave personal computer companies time away from the spotlight to consolidate standards and quietly refine a few areas of recent development.

On the consolidation side, the IBM Personal Computer design took even greater steps towards finally absorbing the ailing home computer business as very few non-IBM compatible computer designs were on show.

The speed at which this move to IBM-compatibility has hit the home market was hastened by the UK's own Amstrad, making its first major showing of the Amstrad PC1512 in the US.

The final price for the basic Amstrad PC in the US will be about \$600 which certainly doesn't make it the cheapest of the PC clones in the American market — consistently cheaper than the British.

Ironically, Amstrad will also get other IBM-compatible competition in the US from two unlikely quarters — Apple and Atari, both of whose names were linked

with PC-compatible products at the show.

The Apple products don't come directly from Apple itself, but do bring that company's low-cost line of machines into the IBM world. Several third-party developers of add-on devices are starting to sell computer circuit cards that plug into either an Apple IIe or the IIGS computer allowing Apple II machines to run most of the software written for the IBM PC.

This could be an important factor in trying to sell Apple's new IIGS into small business — that perhaps already have PCs that are compatible with the IBM PC and want the ability to swap information between.

Over at Atari, company chairman Jack Tramiel seems to be hedging his bets on both sides of the IBM fence by releasing both new versions of the ST range of computers as well as his own Amstrad-buster at about \$600.

The news of Atari's development of a PC clone came as a surprise to many in the industry.

The other side of the Atari announcement fence concerned ambitious plans for its Atari ST range of computers — which now gain three new models that differ only in the amounts of computer RAM memory that they offer — 1 Megabyte, 2 Megabytes and 4 Megabytes respectively.

Atari looks to be moving seriously

into the business market with this system as it also announced plans to allow memory expansion to 16 megabytes develop a proper "network" and offer a new, high-speed computer hard disk.

Starting prices in the US will be \$1000 and delivery should begin in March. The company also showed a prototype laser printer — the key component in a desktop publishing system — which it will sell later this year for little more than a £1,000 and hopes to offer a complete desktop publishing unit for £2,000.

The only immediate effect of all these announcements in Britain will be price reductions on the existing line of ST computers. The 520 STFM should now sell for £400 with internal disk drive and modulator, while the price of the 1040 STP system with colour monitor has been reduced by more than £200 to £900 from next month.

The overall effect of Atari's huge collection of announcements is to bolster the view that the once moribund games company has risen from the ashes under the leadership of ex-Commodore founder Jack Tramiel.

But to make that view believable, Mr Tramiel will have to deliver the new products on time and in a completed fashion.

Commodore gained a reputation for announcing products at shows to test industry reaction — and then conveniently forget about those products if the reaction was not good.

## For the right computer don't cut corners (cut the coupon)

Before you decide on a computer system, get the complete picture at the Which Computer? Show. With over 400 suppliers of hardware, software, peripherals and services on display you can save time putting competitive systems through their paces, see all the big names, look at over 100 new products, get free advice and much more.

For your free tickets and special Buyer's Guide, just complete the coupon or ring 0792 792 792 (24 HOURS EVERY DAY).

### THE WHICH COMPUTER? SHOW

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17-20 FEBRUARY 1987

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## HORIZONS

A guide to  
job opportunities

## Working on a healthy diet

Amanda Lamont is an acting district dietitian in the Wessex Regional Health Authority. She is responsible for services to the whole Salisbury district - including two general hospitals, plus geriatric, community and psychiatric hospitals, and monthly clinics in several health centres. The latter, she explains, are necessary in a rural community. Other dietitians may be largely hospital-based.

The scope of dietetics is not always fully appreciated by the public. Many a girl studying home economics (and it is a largely female profession) sees it as an ideal outlet for an interest in cookery, while to others it means simply dealing with the problem of overweight.

Dietitians do deal with obesity - the British Dietetic Association defines the work as "applying the science of nutrition to the feeding of groups and individuals in health and disease."

In one day last week, Amanda saw a coronary patient requiring advice on a diet both low in fat and in overall calories; one with acute renal failure - put on a low potassium diet; a diabetic with high blood sugar; and one patient she refers to as a "success story", a man unable to accept nutrition by mouth but feeding himself at home overnight through a tube passed directly into his jejunum.

A strong science background is a necessary requirement

"You may grudge," she said, "but it's keeping him alive and he's ready to return to work. We do let him have a little food by mouth." On her ward visits that same morning she had advised that a patient on radiotherapy who was unable to accept food orally should be given a nutritionally complete feed daily through a naso-gastric tube.

It will be obvious from this that dietitians need a thorough understanding of nutrition and its relationship to and effects on different illnesses.

Although they see patients only on doctors' referral, and any treatment such as that requiring the insertion of tubes is authorized by doctors, they are the specialists on nutrition advising the medical staff. They need a strong science background, the A levels required for training being chemistry with at least one other science, usually biology.

"You have to like science. It's a large part of the course, and you have to keep up to date with scientific literature after qualifying," she said.

An interest in cookery also helps - when for instance advising a patient on a particularly restrictive diet how to make meals more appealing. But dietitians are not pure scientists. They enter the

The scope of dietetics is not always understood by the general public.

Beryl Dixon examines the skill and nature of the dietitian's job



Hospitals are much more careful nowadays to provide meals low in fat and high in fresh fruit and vegetables - a challenge to the imagination on a NHS budget.

There are two ways to train in dietetics: to take a degree course incorporating state registration, or as Amanda did, an approved science degree followed by a postgraduate course.

She read her degree at Central London Polytechnic, having first checked with the British Dietetic Association which options on her combined science course would be most appropriate for acceptance on to the postgraduate course.

Most dietitians work within the health service, and may take a post like Amanda's, or may specialize in paediatric, renal, metabolic or mental health and handicap work. There are also openings in education, in the food industry - advising manufacturers on the content of product or writing information, or in the media. Several dietitians advise on the content of or appear on TV, or contribute to books and magazines.

An NHS dietitian's work is full of variety, including any or all of ward visits, out-patient clinics, case conferences, meetings with other dietitians

The day's work is charged with considerable variety

and other medical colleagues, liaison meetings with health education officers, lecturing and administration.

Someone like Amanda in a management role must find extra time for staff supervision, budgeting, seeing reps from proprietary feed companies, and discussing methods of referral with ward sisters. Most would like to undertake more preventive work in the community, publicizing healthy eating programmes and greater awareness of nutrition, but find time a limitation.

It can, for someone like Amanda, be a near perfect job, combining as it does patient contact, management and an interest in science. But there is always a catch - in a small profession of only 2,000 qualified members, it is relatively easy to reach a dietitian's post by one's early thirties. After that, pay and promotion prospects are limited.

All a dietitian can do is apply for a post in a bigger district or take on some freelance work, often combining a hospital or community post with one of the advisory or consultant roles mentioned above.

Further information from the British Dietetic Association, Deodar House, Paradise Circus, Queensway, Birmingham B1 2BJ (send SAE).

## PUBLIC APPOINTMENTS

## Bedfordshire County Council

County Secretary  
£28,131 to £30,951 p.a. (4 x £705)

Applications are invited from solicitors with extensive high level legal and managerial experience in Local Government for this senior Chief Officer Post.

The Postholder will be a member of the Management Group of Chief Officers, and will head a Department which comprises six Divisions, namely: Administrative, Legal, Central Supplies, Catering Services, Trading Standards and the County Record Office.

Conditions of service are commensurate with Chief Officer status. Removal and relocation allowance is payable in accordance with the County Council scheme, and temporary accommodation may be available if required.

Application forms and further details are available from the Head of Manpower Services, County Hall, Bedford, MK42 9AP. Telephone Bedford 228288. Closing Date: Monday 22nd February 1987

The Council is an equal opportunity employer, and welcomes applications from members of ethnic minority groups, disabled persons and all other sections of the community.

Bedfordshire

OFFICE  
MANAGER

Circa £12,500

A long established professional institute based in central London, wishes to appoint an office manager to take responsibility for building maintenance & security, equipment and furniture, in-house printing, mail, staff welfare etc.

Applicants must be capable of directing staff and running an efficient and orderly office and should be fit and physically active.

Application forms and further details from:

The Royal Town Planning Institute,  
26 Portland Place,  
London, W1N 4BE.

01-436 9107

Closing Date 23rd January, 1987.

Buckinghamshire  
County Council

An equal Opportunity Employer

## ASSISTANT SOLICITOR

£11,952 - £12,894 p.a.

This is an ideal post for a Solicitor wishing to develop a career in Local Government. The principal duties involve the review of the Definitive Map of Rights of Way but in addition the postholder will help with the growing number of Social Services cases.

Further particulars and an application form from County Secretary and Solicitor, County Hall, Aylesbury; Telephone 0295 385000 Ext 210. Closing date 21st January 1987.

## THE HATFIELD POLYTECHNIC

School of Information Sciences  
Lecturer 2/ Senior Lecturer  
in Computer Science

£23,877-£31,938/£12,897-£15,155

Temporary post for up to 2 years

Applicants are invited to contribute to the teaching activities of the school. Good opportunities for research and consultancy. Previous teaching or industrial experience would be an advantage, but recent graduates will be considered.

Application forms and further details from the School Office, The Hatfield Polytechnic, PO Box 100, Hatfield AL10 2AB, or phone Hatfield (07075) 78002. Please quote reference 205. Closing date January 22, 1987.

## CHIEF ACCOUNTANT

(to £14,100)

A suitably qualified accountant, with local government experience, is required for this position. The Chief Accountant is responsible to the Assistant Treasurer for operating the financial and budget strategy of the Authority and for DLO accounting. The Authority, heavily committed to computerisation, is presently upgrading its installation to a twin ICL3930 and wishes to develop further its extensive on-line financial systems through distributed network strategy.

## CHIEF INTERNAL AUDITOR

(to £12,297) (£12,894 from 1.4.87)

A qualified auditor preferably with local government or public sector experience is required to lead the Authority's Audit Division. The postholder will also be the Council's Data Protection Officer and in addition will be required to develop further value for money projects and systems audits whilst maintaining the traditional audit role. The Authority is a rapidly expanding District Council on the Northern fringes of Bristol and its staff will move early in the New Year to new purpose built offices in the attractive market town of Thornbury. The area is predominantly rural with excellent links to the rest of the country via the M4/M5 network. Leisure facilities are extensive - both indoor and outdoor where the proximity to the Cotswolds enhances the attractiveness of the area.

A generous relocation package is available which includes lodging allowance or temporary housing accommodation in appropriate circumstances. Car Loan facilities are available with both positions. Application forms, to be returned by 22 January 1987 and Job Descriptions are available from the Personnel Officer, Thornbury District Council, Council Offices, Thornbury, Bristol BS12 1HF. Telephone Thornbury (0454) 416282 ext. 215. Interviews will be held on 5th and 8th February 1987.

## NORTHAVON

Age Concern England  
DIRECTOR

Age Concern England is seeking a successor to David Hobman, its Director since 1970, who will be retiring in June.

The person appointed will need to combine managerial, developmental, and communication skills with considerable drive and energy. He/she will already be holding a senior appointment, is likely to have direct experience of the voluntary sector, and must demonstrate a clear grasp of the issues affecting older people now and in the future.

Salary from £23,000 (including London weighting).

Application form and further information from: The Director's Office, Age Concern England, Barnard Castle House, 60 Piccadilly, London, W1A 3LL. Closing date February 2nd.

AGE  
Concern

Age Concern England is an Equal Opportunities Employer.

## EAST ANGLIAN REGIONAL HEALTH AUTHORITY

## Assistant Solicitor

Salary Scale: £13,689-£17,275 per annum

Required for this new post to assist the Regional Legal Adviser, across the whole range of his duties, providing a comprehensive legal service to the Regional Health Authority.

Informal enquiries welcome to Howard Weston, Regional Legal Adviser (ext 238/401). Application form and job description from the Regional Personnel Division, Union Lane, Cambridge CB4 1RF (Tel: (0223) 61212 ext 325).

Closing date: 24 January 1987.

Basingstoke is a rapidly expanding town situated in the attractive rural north of Hampshire, with excellent road links with London and the South Coast. We are currently looking for a

PRINCIPAL  
ADMINISTRATIVE OFFICER

£12,297 - £13,260

In our Technical Services Department which provides a wide range of services to the community including leisure and recreation facilities, highways, drainage, property maintenance, general civil engineering, architectural services and building control.

To ensure that these functions are carried out efficiently, we need a manager to take control of the section which provides the department with a wide range of administrative, clerical, secretarial and support services.

The person we seek will hold a professional management or administrative qualification, have considerable experience in managing the provisions of administrative and clerical support services to a large technical department and be progressive in approach. The ability to anticipate and plan for differing needs caused by legal and environmental change is equally important. Previous Local Government and computer experience would be useful though not essential.

Among the benefits we offer are a flexible working hours scheme and generous relocation and disturbance allowances. For an application form, returnable by 23rd January 1987, please telephone our 24 hour answering service on Basingstoke (0845) 678463 or write to the Personnel Manager, Basingstoke and Deane Borough Council, Civic Office, London Road, Basingstoke, Hants. RG21 2AU, quoting the job reference 7.001/1.1.

BASINGSTOKE &  
DEANE borough council

INTERNATIONAL SOCIAL  
SERVICE OF GREAT BRITAIN  
SOCIAL WORKERS

International Social Service is a professionally staffed voluntary agency dealing with problems which may arise when people move from one country to another. It provides some of the most interesting jobs in social work today.

At present there are vacancies for two social workers with relevant training and experience, one to join the inter-country casework team and one for more specialised work. Some administrative experience would be helpful.

The work calls for the ability to think and write clearly, for imagination and for a knowledge of and sympathy with other cultural patterns. It is demanding - and very absorbing working conditions are good and the office atmosphere friendly and constructive.

Salary on a scale from £8,100 to £10,220 p.a. according to age and relevant experience (under urgent review).

Applications in writing to:

Miss W.I. Rouse,  
Director,  
International Social Service (GB),  
Cranner House,  
39 Brixton Road,  
London,  
SW9 6DD

IMPERIAL CANCER RESEARCH FUND  
SECRETARY

Required by the Imperial Cancer Research Fund to undertake a variety of secretarial duties in our busy and expanding Staff Department. Opportunity to learn and use word processing facilities. Good salary and holiday scheme plus an interest in people.

For further information and application form please write to telephone 01-242 0200 ext 2357. Imperial Cancer Research Fund, Lincoln's Inn Fields, London WC2A 3PZ.

## CAMBRIDGESHIRE

CENTRAL PERSONNEL UNIT  
PERSONNEL  
OFFICER

(EMPLOYEE RELATIONS)

Salary: £13,500

Do you wish to grow 10 feet tall? If you can satisfy our requirements and we can satisfy yours, we can help make your wish come true. What we require is:

- Graduate membership of the IPMA
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- High communication skills, oral and written
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- Commitment to implementing equal opportunities policies
- Ability to present cases at disciplinary hearings
- Potential to train managers in law relating to employment and discrimination

We also offer generous relocation assistance in appropriate cases and the possibility of temporary housing accommodation.

If you think you might meet our requirements, please write for an application form and further details from Clive Gilson, Senior Personnel Officer, Central Personnel Unit, Shire Hall, Cambridge, CB3 0AP. Tel: Cambridge (0223) 317263.

EQUAL OPPORTUNITY EMPLOYER

## VALIDATION OFFICER

Required by professional body introducing a new examination. Duties include detailed, prompt and accurate correspondence with institutions submitting course programmes. Applicants should be graduates with at least three years' relevant experience in higher education and/or examination work.

Salary: £8000 - £11000.

Apply in envelope marked Confidential/VO, to: Institute of Medical Laboratory Sciences, 12 Queen Anne Street, London W1M 0AU.

## DIRECTOR (Re-advertisement)

KNIGHTSTONE HOUSING ASSOCIATION LTD  
CIRCA £22,000 + CAR

This important appointment arises due to the impending retirement of the Chief Executive/Director and is based at Weston-super-Mare.

The Director is responsible for the implementation and development of policies and strategies formulated by the Management Committee and for the effective management and operation of the Association.

Knightstone, one of the leading housing associations in the West of England, operates primarily in the counties of Avon, Somerset, Wiltshire, Dorset and Hampshire, including the inner cities of Bristol and Bath, and it has over 2,300 units in management with several hundred under construction and planned. Regional offices are located at Bath, Bristol and Poole.

Applicants must have experience of management at senior level, and a high degree of initiative and personal motivation. The appointment has great development potential. Housing experience could be an advantage.

Previous applicants who were interviewed need not re-apply.

For further details and application form, apply to:

The Secretary, Knightstone Housing Association Limited, Union House, High Street, Weston-super-Mare, Avon, BS23 1JJ

Accounting  
and Costing  
Assistant

Scale 5/501 £8,616 -

£11,496 p.a.

An experienced Accounting

Technician is required to

take on responsibility for the

Leisure and Amusement

Committee annual budget.

Commanding salary will be

dependent on experience and

qualifications - SO1

restricted to full AAT

membership.

Job descriptions and

application forms from

Personnel Office, Civic

Office, Station Road,

Addiscombe, Surrey, KT15

2AH. Telephone Weybridge

46500. Ext. 215.

Closing date 19.1.87 Ref.

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## DIRECTORATE OF FINANCE AND ADMINISTRATION

## COMMITTEE SECRETARY

£8,391 - £10,164 p.a.

We are looking for an ambitious administrator to join our Committee Secretariat.

This post offers:

- A challenging role in the centre of the organisation handling Committee and administrative work

- An excellent opportunity to develop committee skills in a progressive authority

- Good career prospects

Have you:

- A degree or appropriate professional qualification

- At least two years experience in committee administration

- Good communication skills

- The initiative and ability to work with minimum supervision

We offer:

- Salary within Scale 5/6 depending on qualifications and experience

- Generous relocation expenses

- Flexible scheme

Further details can be obtained from Alison Kemp, Directorate of Finance and Administration, Shire Hall, Cambridge, CB3 0AP -

Telephone (0223) 317263. Closing date: 26th January 1987. 57A

CAMBRIDGESHIRE  
An Equal Opportunity Employer.ST CATHARINE'S COLLEGE,  
CAMBRIDGE  
BURSARSHIP

The College is seeking to appoint a Bursar who will assume office on 1 July 1987 or as soon thereafter as possible. The successful candidate will also be elected to a Fellowship.

The Bursar is responsible for all matters affecting the investments, finances and legal position of the College. If the Bursar is not a Fellow, a Fellowship in the University of Cambridge, or if she will not be a Fellow, a Fellowship in the College's major building and repair works, conservancy and other matters. In addition, a Bursar who is not a University Fellow or who is not a non-graduate student responsible in the College will be appointed as an Extraordinary Bursar or Steward.

The closed for a University Teaching Officer will be invited according to circumstances; and for a full-time College officer will be invited according to the qualifications and experience of the successful candidate, within the range £10,655-£22,005. (This range is currently under review.)

Further particulars of the post and the College may be obtained from:

The Master's Secretary,  
St Catharine's College,  
Cambridge, CB2 1RL

## DIOCESAN ACCOUNTANT

The Diocese of Chichester

A vacancy for this post will arise in

early May 1987 on retirement of the

present holder. Applicants should be

qualified accountants who are

members of the Institute of Chartered

Accountants or the Institute of

Accounting and Finance. Salary range

£8,500 - £11,500 according to

experience. Duties include

preparation of the annual budget and

final accounts, maintaining of

records, preparation of

management information and dealing

with investment funds etc. For

applications by letter giving details of

education, qualifications and

experience and salary history, C.V.

should reach the Diocesan

Secretary, Diocesan Office, Chichester, Sussex PO19 1JG by

Monday, 8th February 1987.

Continued on next page



# LEGAL APPOINTMENTS

## COMMERCIAL PROPERTY LAWYER

We are a leading practise in the North West with a thriving commercial property department, which undertakes a wide variety of complex transactions including retail and industrial development schemes, planning matters and funding by banks and institutions. Our work for major retailers includes large superstore developments and Public Inquiries into planning appeals.

An Assistant Solicitor is sought with 2 to 4 years relevant experience, but we would also like to hear from solicitors more recently qualified who can demonstrate an ability to respond positively to a challenging clientele and are willing to work enthusiastically as part of a hard-working team. A substantial salary will be available, commensurate with the successful candidate's experience.

**LEAK ALMOND & PARKINSON**  
SOLICITORS

Please write with full C.V. to Peter Oldham at  
76 King Street, Manchester M2 4WB.

## NEW YORK BERMANS

Need a confident, highly motivated assistant Solicitor for their fast expanding midtown office. High Court and insolvency experience essential. Work includes management of litigation in England, together with international litigation in a very large number of jurisdictions. Substantial salary, benefits and prospects. Exceptional opportunity for an ambitious lawyer with good academic background.

Please send full CV marked Strictly Private to Keith Berman, 630 Third Avenue, New York NY 10017-6787 USA; or to Ian Short, BERMANS, 31/33 Dale Street, Liverpool L2 2NS.

## ARTICLED CLERKS

Required to commence Articles in September 1988. 10 Partner firm offers good training and a competitive salary. Apply with C.V. before 1st March 1987 to:

Patrick Bligh,  
Redfern and Stigant,  
9 Railway Street,  
Chatham,  
Kent.  
ME4 4BZ

## New Year - New Challenge

As a result of the growth and diversification of our practice into all branches of Commercial law, we have a continuing need for young Solicitors in our offices in London and Guildford.

The work involves a wide variety of contentious, international and intellectually demanding cases. There are excellent opportunities for early partnership and a secure career.

If you are enthusiastic and ambitious and would like to know more, contact our Consultant, Mrs. Indira Brown, 6 Westminster Palace Gardens, Artillery Row, London, SW1P 1RL or if you would like to discuss this opportunity phone her on 01-222 5555 or on 01-480 6666 between 8.30 p.m. and 9.30 p.m. quoting ref. 2164.

**CLYDE & Co**

## PENSIONS LAWYER

We are looking for a Solicitor or Barrister to join our busy and expanding pensions group which deals with all aspects of pensions work.

Previous experience in this field is preferable, but anyone interested in specialising in this area of law would be considered.

The rewards, professionally and financially, are very attractive.

If you are interested, please write sending a complete CV in confidence to Michael Charteris-Black, 14 Dominion Street, London EC2M 2RJ.

**SIMMONS & SIMMONS**

## NEW YORK BERMANS

Need a confident, highly motivated assistant Solicitor for their fast expanding midtown office. High Court and insolvency experience essential. Work includes management of litigation in England, together with international litigation in a very large number of jurisdictions. Substantial salary, benefits and prospects. Exceptional opportunity for an ambitious lawyer with good academic background.

Please send full CV marked Strictly Private to Keith Berman, 630 Third Avenue, New York NY 10017-6787 USA; or to Ian Short, BERMANS, 31/33 Dale Street, Liverpool L2 2NS.

## PUBLIC APPOINTMENTS

## Visiting Programme Director



**BLACKWOOD HODGE MANAGEMENT CENTRE**  
This new post within the Blackwood Hodge Management Centre is a three year appointment at Principal Lecturer level, plus considerable enhancement for an appropriate candidate. The enhancement is the result of financial support from the Express Ltd Company Ltd, Northampton.

The visiting programme director will be expected to identify opportunities for management training, design and organise the provision of relevant short courses. It is essential that applicants possess the relevant commercial awareness and energy necessary to identify and generate business opportunities in order to make a substantial contribution to the profitability of the Centre. As a senior appointment, the successful applicant will be expected to play a leading role in the continuing development of the Management Centre's marketing strategy.

Applicants must have considerable experience of commercial management training and a proven record of successful management course development. The College welcomes applications regardless of racial or ethnic origin, sex, marital status or disability. Application forms, which should be returned by 28th January, interviews will be held on 4th February 1987, can be obtained from:

The Dean's Secretary, Blackwood Hodge Management Centre, Hene College, Moulton Park, Northampton NN2 7AL. Tel: 0534-719521.

## THE MAIDSTONE BOROUGH COUNCIL ASSISTANT SOLICITOR

Salary up to £12,894

Applications are invited for the above post in the legal section of the Council's Department. This is an opportunity to join a young, busy team and gain experience in a wide range of legal work. The post-holder will be expected to undertake advocacy in the Courts and at Public Inquiries. Knowledge and experience of Planning and Environmental Health legislation will be an advantage. Previous local government experience is preferable, but not essential, and applications from newly qualified solicitors will be welcome.

A generous relocation scheme is in operation in appropriate cases.

Application Form and Job Description from: Mrs. P. Green, The Maidstone Borough Council, 13 Tennyson Road, Maidstone, Kent ME16 9JH

Telephone: 0622 69000

To be returned by 23 January, 1987.

Interview date: 30 January, 1987

175

**MAIDSTONE**

## EAST LANCS TECHNOLOGY UNIT

requires a

## DEPUTY DIRECTOR

as soon as possible

Salary range:

Senior Lecturer

£12,615-£15,873

With the following skills:

- ★ Extensive knowledge of hardware and software on a range of both mini and micro computers in the field of Business Systems.

- ★ Ability to generate substantial training and consultancy business for the Unit.

- ★ Ability to provide consultancy and training in computer systems to industry and commerce.

The Unit has been established at Accrington and Rossendale College with the support of the Open Tech programme of the Manpower Services Commission, to provide Open Access training and consultancy services for industry and Commerce in the new technologies.

Further information or application form from:-

The Principal

Accrington & Rossendale College

Sandy Lane

Accrington

BB5 2AW

Closing date: 22nd January 1987.

Lancashire County Council is an equal opportunities employer.

## COMMERCIAL PROPERTY SOLICITORS

Coward Chance are seeking able young solicitors for their commercial property department. The Department handles a wide range of interesting and demanding work for institutions, developers and local authorities. Some previous commercial property experience would be an advantage but is not essential.

Please write with full details of education and career to date to W. J. Thomas, Coward Chance, Royce House, Aldermanbury Square, London EC2V 7LD.

**COWARD CHANCE**

## RICHMOND - SURREY

We require an enthusiastic and ambitious Solicitor with advocacy experience for our Clinical Department and to deal with some civil litigation including divorce. There is considerable scope for extension and the prospects are good. The salary will be competitive. Please write with CV to: Calvert Smith & Sutcliffe, 9 The Green, Richmond, Surrey TW9 1PU quoting references JW or telephone 01-840 0017.

## Group Company Secretary

(Legal background)

Southern England to £28,000 + car

With a turnover in excess of £100m, this rapidly growing international group has an outstanding record of profit and technological achievement. Its subsidiary companies, market leaders in their fields, are geographically well spread and operate with a high degree of autonomy. Exports, already substantial, are expanding. A Group Company Secretary is now sought who will report to the Group Financial Director and be a key member of the small headquarters

team. Responsibilities are wide-ranging and a prime task will be to provide legal advice to the operating companies and the Board. Candidates, aged 35 to 45 and with a legal qualification, should have operated at group level, ideally in a high-technology environment. The excellent benefits package includes relocation expenses, where appropriate, to a very attractive area. Please send brief cv, in confidence, to Peter Greenaway, Ref: 1227/PJG/TL

**PA**

**PA Personnel Services**

Executive Search - Selection - Psychometrics - Remuneration & Personnel Consultancy

Hyde Park House, 60a Knightsbridge, London SW1X 7LE

Tel: 01-235 6060 Telex: 27674

## Legal Information Assistant

Beecham Group plc, a leading British-owned multinational group with widespread interests in pharmaceuticals and in consumer products, wishes to recruit a Legal Information Assistant to join its Headquarters Secretarial Department in Brentford, Middlesex.

The principal job function will be to monitor, assess and advise the Group of new and prospective developments in UK and E.E.C. law and regulations in relation to the Group's activities. This will involve the production of an internal legal newsletter. Some knowledge of E.E.C. law and practice would be an advantage.

The ideal candidate would be a law graduate or barrister wishing to develop or broaden a career within a commercial environment.

Please apply by forwarding a curriculum vitae with salary expectations to: Mr. J. T. Swidger, Personnel Officer, Beecham Group plc, Beecham House, Great West Road, Brentford, Middlesex TW8 9BD.

**Beecham Group**

## Company Secretary - PLC

to £30,000 + car

London SW1

For a successful British group founded in 1837 which has expanded consistently and profitably, through organic growth and acquisition both in the UK and overseas, to become one of the leaders in the electronics sector in the UK.

Reporting to the Finance Director you will become a key member of the small head office management team. In addition to the normal range of company secretarial responsibilities you will provide in-house legal advice and supervise the personnel department. You will liaise regularly with the Secretaries and line managers of the operating subsidiaries and the Group's external advisers.

You are a Lawyer or Chartered Secretary with an additional legal qualification, ideally in your mid to late thirties. Significant relevant experience, at PLC holding company level, is essential.

Salary is for discussion, according to experience. Benefits include car, profit sharing, share option scheme, pension, life assurance, private health insurance, free lunches, 27 days holiday and relocation expenses if appropriate.

Please write - in confidence - enclosing a full cv and details of current salary, to: Lesley Gifford, ref. A20244.

MSL Chartered Secretary, 52 Grosvenor Gardens, London SW1W 6AW.

Offices in Europe, the Americas, Australia and Asia Pacific.

**MSL Chartered Secretary**

## BATH

## Assistant Solicitor Legal Executive

Fast expanding established city centre firm with emphasis on litigation seeks additional personable professional staff. Part or full time.

Please write with CV to D M Phillips, Phillips and Co, 25 Milcom St, Bath BA1 1QG.

**SALISBURY**

**Hughes - Castell Ltd**  
Legal Recruitment Consultants exclusively for Solicitors and Legal Executives

We have a wide range of vacancies in the UK and Hong Kong for both newly qualified and experienced solicitors seeking challenging careers.

Contact us for details:  
01-583 0232  
11 Bell Court, Fleet Street  
London EC4A 3DU

**BRINDLEY TWIST TAFT & JAMES**  
SOLICITORS COVENTRY

Require:  
**YOUNG AMBITIOUS LAWYERS**

For:  
● Company/Commercial  
● Matrimonial ● Civil

Contact:  
Craig Smith, Brindley Twist Taft & James  
3 The Quadrant, Coventry CV1 2DY  
Or telephone: 0203 51831 Or fax: 0203 51999

**CONVEYANCING SOLICITOR**

Long Established South Coast City Practice  
Seeks Solicitor of Two to Five Years  
Experience in Domestic and Commercial  
Conveyancing to Assist Head of Department  
While Developing Own Connection.  
Competitive Salary According to Ability  
and Experience and Scope for Advancement.

Apply With Full C.V. to D P Smith,  
Brutton & Co, 132 High Street,  
Old Portsmouth PO1 2ER.

## SOLICITOR Litigation &...

**Rada**

## TRUST LAW

## PROPER LAWYER

## BADE

## Meredith Scott

## LEGAL RECRUITMENT CONSULTANT/TM

## ZARAK HAY-AT



# LEGAL APPOINTMENTS

## CHIEF EXECUTIVE AND TOWN CLERK'S DEPARTMENT Barnet Legal Division

Barnet is the second largest London borough and this is reflected in the variety and complexity of the workload of the Legal Division.

We have recently undergone a comprehensive restructuring, resulting in the creation of three new sections. We are now seeking two dedicated lawyers for these key posts in the new structure. Previous Local Government experience is an advantage.

### PRINCIPAL SOLICITOR Litigation and Financial Services

Salary: £19,428 - £20,625 p.a. inclusive

You will lead a team of fourteen staff, both admitted and unadmitted, and you will be responsible for the Council's Litigation, Local Government and SLC solicitor work as well as dealing personally with major litigation and financial matters.

You should be an experienced Litigator with a particular interest in Local Government Law. You must also possess the considerable management skills required to direct and motivate your team.

Attendance at Committees of the Council is expected.  
Ref: 600/74

### PRINCIPAL SOLICITOR Technical Services

Salary: £19,428 - £20,625

An experienced Conveyancer with an interest in Planning Law, you will head a team of eleven staff, both admitted and unadmitted, and will be responsible for the Council's Conveyancing and Planning Work.

Your managerial expertise in the areas of motivation and leadership will be of considerable value, both in supervising staff and playing a key role in management decisions.

Attendance at Committees of the Council is expected.  
Ref: 600/75

Both of these posts are situated at Hendon Town Hall NW4 and offer a stimulating environment and pleasant working conditions. Hendon is served by excellent road and rail links both Central London and the rest of the country.

In addition we offer a generous relocation package which includes 100% of removal expenses in approved cases and interest free loans for season tickets. We may even be able to offer you temporary housing accommodation.

For an informal discussion regarding either of these positions, contact Louise Cohen, Chief Solicitor, on 01-262 6242 Ext. 481.

Application forms for the above posts obtainable from the Recruitment Office, London Borough of Barnet, 16/17 Sentinel Square, Brent Street, Hendon, NW4 2EN. Telephone 01-262 6282. Ext. 424 (01-262 6602 outside office hours).

Closing date: 30th January 1987.

Please quote appropriate reference number.

LONDON BOROUGH OF

**barnet**

## BIRD & BIRD

### Residential Conveyancing

We are seeking an experienced residential conveyancer of real ability to strengthen our residential conveyancing department.

The successful applicant will be used to handling a large volume of work for demanding Clients and to working to tight deadlines. Experience of acting for Bank mortgagees would be an advantage.

Please write, in confidence, with full C.V. to R.N. SCOTT.

### Commercial Litigation

There is a vacancy in this busy department for an experienced litigator.

The applicant should be able to handle a heavy caseload with minimal supervision.

Please write, in confidence, with full C.V. to J.R. PARKER.

Messrs. Bird & Bird  
2 Gray's Inn Square  
London WC1R 5AF

## FINANCE & BANKING LAWYERS

Are you locked into bond issues or bored with doing too much of the same thing? If so, and you look for a more varied life, we can offer a mixture of banking and corporate work, with international capital markets involvement, enough to make life more than interesting.

We should also like to hear from those practising in other areas of law, with experience in capital markets or loan work, who are interested in re-training in the field of banking and finance generally.

We offer the benefits and back-up associated with an international City practice.

Age is not the over-riding factor, but ability is.

If you have the attributes of a City Finance Lawyer, and would like to see and hear more please write in confidence (with a CV) to Michael Charteris-Black, 14 Dominion Street, London EC2M 2RJ.

## SIMMONS & SIMMONS

### Career opportunities for young LAWYERS

As a large and rapidly expanding firm, based in the heart of the Midlands, we provide a full range of legal services for our corporate and private clients. We need able and ambitious lawyers to further our expansion in the following areas:-

#### COMPANY & COMMERCIAL

The type of work involved ranges from general advice to clients on company and commercial matters through to dealing with Full Stock Exchange listings and U.S.M. flotations. In addition there will be opportunities to deal with take-overs, management buy-outs, banking and corporate finance, venture capital funding and joint ventures. This is an extremely varied and stimulating area that will offer the right person career development whilst broadening their experience and responsibilities.

#### TRUSTS

An opportunity exists for a solicitor with a sound knowledge of trust law to assist two Partners in a wide variety of trust related work including: planning for capital taxation, advice on the establishment, administration and winding up of private and charitable trusts and the preparation of wills, settlements and allied documents. The ability to develop a high degree of drafting skills will be important.

#### COMMERCIAL PROPERTY

Our commercial property department has a heavy bias towards development work acting for a number of substantial developers and institutional investors, as well as providing property services and advice to our other corporate and business clients. A wide range of work is involved including development agreements, joint ventures, funding and project management in addition to the usual acquisitions, sales and lettings.

Applicants should preferably have at least one year's post qualification experience in private practice. However, we are also keen to hear from more recently qualified Solicitors who could play an important part in our future growth plans.

We offer a very attractive salary with excellent prospects and assistance with relocation to this surprisingly pleasant part of the country will be given, if appropriate.

If you wish to meet us for an initial informal discussion, please write with career details and current salary, to:-

C.W. Hughes, Wragge & Co., Bank House, 8 Cherry Street, Birmingham B2 5JY. 021-632 4131.

**Wragge & Co**

## SOLICITORS Litigation and Conveyancing

A large public company is recruiting staff for its new litigation unit which is to be located in the Southwark area.

There are vacancies for solicitors or barristers, preferably with a few years experience in litigation.

Pleasant offices will be provided and a salary package of not less than £18,500, inclusive of London Allowance, but with additional benefits is offered.

Also available is a position for a conveyancer who is likely to be a recently qualified solicitor with an interest in, and preferably some experience of commercial conveyancing. The position will involve joining a small friendly department already established south of London. A similar package (but without London Allowance of £2,000) is available.

Relocation expenses would be considered for either position.

Replies, which will be treated in strict confidence, should include a full C.V. together with a separate note of any companies to whom you do not wish your application to be forwarded should be sent for the attention of Mr. M. J. Piper.

Rada Recruitment Communications Ltd,  
195 Eastern Road, London NW1 2BN.

## NIGEL HARRIS & PARTNERS

### JERSEY

£20,000/£25,000

PLUS SINGLE ACCOMMODATION

A leading off-shore International Company Commercial and Tax Practice is looking for a Solicitor or Barrister wishing to expand his or her horizons. You should have one or two years post qualification experience advising on commercial, tax or estate planning matters and be willing to undertake responsibility in a busy and exciting environment. You should have ambition and be prepared to learn new skills.

Apply in writing with CV and photograph to:-

PAUL EGERTON VERNON,  
NIGEL HARRIS & PARTNERS,  
OAK WALK, ST PETER,  
JERSEY, CHANNEL ISLANDS.

### TRUST LAWYERS

To £17,000  
CITY & C. LONDON

We are currently recruiting on behalf of three firms in Central London, for quality trust lawyers. Applicants should have experience of both trust administration and accounting, probate and estate planning; and with a bias towards private clients work, the post will also involve other aspects of personal tax and a high degree of client contact.

### PROPERTY LAWYERS

In the light of a continued demand in this field, we are actively recruiting on behalf of several clients who are seeking ambitious property lawyers keen to join established departments with excellent prospects. Opportunities exist in domestic and commercial work with large, medium and small practices throughout Central London.

For details of these and other vacancies please contact John Collier or Judith Farmer.

### COMMERCIAL LAWYER

C.£30,000 + Car. + Bens.

Solicitor with at least 6 years general commercial post qualification experience required by practice, a very large proportion of whose work is for a major PLC. The successful applicant will have the conduct of substantial litigation but in addition must be capable of handling a wide variety of commercially related non contentious matters.

### CAPITAL MARKETS

A leading Investment Bank currently seeks a lawyer aged 28-32 to join its transaction management team. Candidates should have a number of years legal experience in international finance work and be able to take a high level of responsibility immediately. The position offers excellent opportunities for career development.

### CONVEYANCING

£ NEG

Small medium sized City practice requires experienced Residential Conveyancer capable of handling Department, Solicitors' proposals.

**CONVEYANCING TO £17K**  
Solicitor of around, one year PQE for either residential and commercial conveyancing or established Central London firm.

**COMPANY/COMMERCIAL TO £15K**  
Recently qualified solicitor sought by Lincoln's Inn practice for heavy private company matters. Clearly someone willing to undertake a small amount of commercial conveyancing.

**LITIGATION TO £25K**  
Dynamic London practice with rapidly expanding workload seeks an experienced Commercial Litigation solicitor for general work with a bias towards bankruptcy matters.

**TAXATION TO £18K**  
Prestigious Central London practice seeks young, ambitious lawyer for varied and challenging workload in the field of personal tax planning. Good opportunity for someone to enjoy client contact and is capable of working independently.

**Law Personnel**

Staff specialists in the legal profession nationwide  
95 Abchurch Lane, London EC4N 3JF. Tel: 01-442 1281  
(ansaphone after office hours)

## SOUTH SHROPSHIRE DISTRICT COUNCIL

Principal Legal and Administrative  
Officer (Post S.14)

PO (S-8) £13,260 - £14,475

The Council requires a qualified Solicitor to provide legal services to both officers and members of the Council and to be actively involved in the administration duties of the Council.

The newly formed Legal and Administrative Section of the Council will provide the postholder with a wide ranging, interesting and challenging position and will prove ideal for any Solicitor who wishes to diversify and extend his/her experience whilst retaining a specific legal role.

Relocation expenses of up to £1,200 together with 75% of removal expenses are payable as appropriate. Every effort will be made to provide temporary accommodation where necessary.

Application forms and further details are available at the address shown below (Tel: Ludlow 4941) returnable by not later than 26th January 1987. Interviews will be held on 10th and 11th February 1987.

G. KELLEY  
Chief Executive

Shrewsbury,  
Corve Street,  
Ludlow, Shropshire.

### NEWLY QUALIFIED SOLICITORS

Our Clients, leading practices in the City, Central London and the West End, are eagerly eager to recruit young solicitors with first class academic, strong academic backgrounds, and who are determined to succeed. Highly competitive salaries are being offered.

All areas of expertise are in demand, particularly:-

COMMERCIAL CONVEYANCING  
COMPANY COMMERCIAL  
TAXATION  
COMMERCIAL LITIGATION

**Law Personnel**

Staff specialists in the legal profession nationwide  
95 Abchurch Lane, London EC4N 3JF. Tel: 01-442 1281  
(ansaphone after office hours)

## BADENOCH & CLARK

THE LEGAL AND FINANCIAL RECRUITMENT SPECIALISTS  
16-18 NEW BRIDGE STREET, BLACKFRIARS, LONDON EC4.  
TELEPHONE: 01-569 0078

### Meredith Scott

PENSIONS to £20,000

Substantial EC2 practice seeks Lawyer preferably with at least 1 years relevant experience.

COMMERCIAL PROPERTY to £25,000

Solicitor, suitably experienced to work autonomously, sought by old established W1 firm. Good partnership prospect.

COMMERCIAL LITIGATION to £20,000

Well known EC4 practice seeks Solicitors, ideally no more than 3 years qualified. For quality work.

NON CONTENTIOUS to £18,000

New position with in medium sized EC4 practice for Solicitor at least 2 years qualified to service private clients.

INTELLECTUAL PROPERTY to £17,000

Central London practice specialising in this field seeks young Solicitor with some relevant experience.

Meredith Scott Recruitment  
17 Roper Street, London EC1Y 1AA  
01-583 0655 or 01-541 3897 (after office hours)

## STEPHENS & SCOWN SOLICITORS

We are one of the leading firms in the West Country. Our Exeter practice has an urgent requirement for a Commercial Solicitor to handle a wide variety of good quality work with opportunity to specialise in commercial conveyancing and/or partnership and company matters.

Apply in writing to:

David Denton,  
Partnership Administrator,  
Stephen & Scown  
3 Cross Lane, St Austell,  
Cornwall, PL25 4AX

## MIDDLE EAST Senior Commercial Solicitor

Based in Berkshire with travel to the Middle East.

Well-known high-tech company seeks experienced commercial lawyer to act as Legal Adviser to their Middle East Division. Salary neg. over £20,000. (Ref. Cox.)

### CHAMBERS & PARTNERS

74 Long Lane, London EC1 Tel: 01-606 9371

### ASSISTANT SOLICITOR

Required for expanding North West London general practice. Must be experienced in Criminal Law and willing to participate in the practice development. Excellent offers. Salary negotiable.

Telephone 01-206 1577 (ref GMA).

## LEGAL RECRUITMENT CONSULTANT/TRAINEE

ZARAK HAY-AT-LAW, a successful Legal Recruitment Consultancy, wish to take on a young Barrister/Solicitor no longer wishing to practice in the law, or anyone with a legal background, to run their own division placing qualified Solicitors in vacancies within the London Area.

Excellent financial rewards for self-motivated person with entrepreneurial flair.

FOR MORE INFORMATION CALL  
JOHN VALE ON 01-588 9587  
IN COMPLETE CONFIDENCE.

ZARAK HAY-AT-LAW

## UNIQUE OPPORTUNITY FOR AN EXPERIENCED ATTORNEY

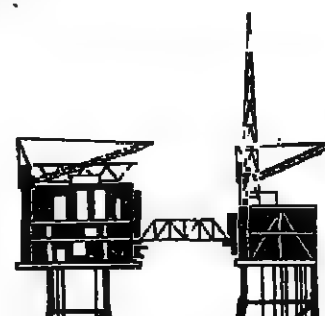
ARCO British Limited, Operator of the recently completed Thames Complex gas development, is seeking an experienced attorney willing and able to assume substantial responsibility for the legal affairs of its growing business activities.

Based in London, you will be involved in a wide range of legal matters, including major development projects in the North Sea's Southern Gas Basin. A fully-qualified lawyer, you will have had 5 to 10 years experience in the offshore oil and gas industry and will be expected to make an immediate and significant contribution to ARCO's expanding operations.

Career prospects and remuneration package, including non-contributory pension scheme, free private patients plan and company car, are highly

attractive. If you believe you meet our requirements, please send a full CV, quoting current salary and benefits package, to: Thomas C. Roantree III, ARCO British Limited, ARCO House, 48 Grosvenor Street, London W1X 0AN.

ARCO British Ltd., a highly successful subsidiary of Atlantic Richfield Company, is actively exploring and developing key areas in the North Sea. These involve 21 operated licences covering 29 blocks and field developments in the Southern Gas Basin (including the Thames Gas Complex).





# LEGAL APPOINTMENTS

## We will process over one million criminal cases a year

Throughout England and Wales the recently formed CPS is recruiting high-quality professional lawyers to work as Crown Prosecutors. The Service, which is designed to effect greater consistency and fairness in criminal law, has given increased responsibility to its Prosecutors who are now able to exert more influence in criminal proceedings than ever before.

We are looking for some very special qualities in our new recruits: you must have good powers of analysis and judgement as well as an eagerness to get to grips with thorny legal problems. You must also be able to negotiate constructively with other agencies, such as the police and court staff, and be mature enough to handle a heavy and challenging caseload.

Whether you're a Barrister, an Assistant Solicitor or a Justice's Clerk's Assistant, you should consider the opportunities created by the launch of CPS. Our comprehensive training in advocacy and criminal law together with the sheer variety of casework will promise a valuable career move and arm you with a wealth of experience.



**CPS**

CROWN PROSECUTION SERVICE

## Commercial Property Lawyers

My client is a major City legal practice, with an enviable reputation, which provides advice to a wide range of prestigious clients. The Commercial Property Department is one of the largest departments in the firm. It is expanding and its importance to the firm offers excellent career prospects to applicants. There is an increasing demand for the very high quality of service which the department provides direct to clients.

The practice is seeking ambitious and entrepreneurial lawyers, to join an enthusiastic team handling complex and diverse commercial property matters. Applications from lawyers of any seniority with relevant experience will be welcome, including those from

solicitors in provincial practices and from barristers who intend to re-qualify.

The remuneration offered is negotiable and highly competitive. The salary range for solicitors of about 1 to 3 years post admission experience is expected to be from £19,000 to £27,500 p.a. The salaries offered for more senior lawyers will be extremely attractive and commensurate with age and experience.

Those interested are invited to contact John Hamilton for further details, or to send him a C.V., quoting JH/149, at: John Hamilton Associates, 51/53 High Street, Guildford, Surrey GU1 3DY. Tel: (0483) 574814



John Hamilton Associates  
Management and Recruitment Consultants

## FRERE CHOLMELEY

With an international client base and offices in London, Paris and Monaco, Frere Cholmeley has a substantial and varied corporate practice. Our Company and Commercial Department has a number of vacancies for talented young solicitors keen to work within a highly motivated and demanding environment and in the following specific areas:

### BANKING:

Qualified for at least three years with City experience, to undertake banking, financial and general work.

### COMPANY AND COMMERCIAL:

Qualified for at least one year to undertake general company and commercial work.

### CORPORATE FINANCE:

Qualified for at least two years, with appropriate experience, to undertake primarily City related corporate finance and transactional work.

### PENSIONS:

Newly or recently qualified, to undertake pensions with the opportunity for commercial work.

Highly competitive salaries will be offered. Please write in the first instance with a full Curriculum Vitae to:

Nicholas Baker, Administration Partner,  
Frere Cholmeley, 28 Lincoln's Inn Fields,  
LONDON, WC2A 3HL

## ALPS

ACCOUNTANCY & LEGAL PROFESSIONS SELECTION LTD  
35 New Broad Street, London EC2M 1NH  
Tel: 01-588 3576 Telex 887374 Fax 01-256 8501

A challenging and interesting position, in a particularly attractive country location - scope exists to become a Partner in 6-12 months and to become an equity Partner in 3-5 years



### SOLICITOR - LITIGATION

WEST OF ENGLAND

£18,000-£26,000

ONE OF THE LEADING SOLICITORS IN THE WEST COUNTRY

Owing to recent expansion, our client, with a number of offices, will be opening a further office. We invite applications from Solicitors aged 27-40, who have acquired a minimum of 3 years post qualification experience with a main focus of experience in litigation. Responsibilities will cover litigation and general legal work including company, commercial, landlord/tenant and agricultural, supported by specialist departments within the practice. Candidates must be of sufficient calibre to take over the running of this branch office within 12 months. Initial salary negotiable, £18,000 - £26,000, + motor expenses, contributory pension, free B.U.P.A., assistance with relocation expenses if necessary. Applications in strict confidence under reference SL127/TT

N.B. A further vacancy exists at our client's Head Office with partnership prospects. Age range 25-35, a minimum of 2 years post qualification experience. The work will mainly focus on commercial conveyancing and company law. Salary negotiable £15,000-£20,000, fringe benefits as above. Reference S128/TT, to the Managing Director.

ACCOUNTANCY & LEGAL PROFESSIONS SELECTION LIMITED, 35 NEW BROAD STREET, LONDON EC2M 1NH.  
TELEPHONE: 01-588 3576 OR 01-588 8576. TELEX: 887374. FAX: 01-256 8501

## Anti-Trust Lawyers

We wish to recruit lawyers to undertake work in the field of U.K. and EEC anti-trust law. For the more senior post at least 2-3 years relevant post-qualification experience would be preferred. For the other posts applications from newly qualified solicitors with an interest in this field will be welcomed.

Successful applicants will be involved in a substantial and varied practice which includes U.K. and EEC inquiries relating to the control of mergers and anti-competitive behaviour. There would be scope to combine this with general commercial legal work.

Salary and benefits are competitive and will take into account age, qualification and experience. There are excellent prospects for lawyers of high calibre. The possibility of secondment to our Brussels Office may arise in due course.

Please apply with full c.v. quoting reference number 18 to:

Mrs Alison Dickinson,  
Linklaters & Paines,  
Barrington House,  
58-67 Gresham Street,  
London EC2V 7JA

LINKLATERS & PAINES

## Hoggett Bowers

Executive Search and Selection Consultants

MANCHESTER, BIRMINGHAM, GLASGOW, LEEDS, LONDON, NEWCASTLE, NOTTINGHAM, SHEFFIELD AND WINDSOR

## Commercial Lawyer



East Berkshire

c £20,000, Car, Benefits

The requirement is for a solicitor or barrister to join a small team of lawyers responsible for providing legal services and guidance to one of the world's leading high technology companies at its UK headquarters, near Wokingham. Reporting to the Company Secretary, the appointed candidate will handle a wide range of corporate legal assignments and be expected to gain and apply expertise in legal issues arising in information technology and multinational operations. Candidates must be effective communicators, capable of operating at all levels with a professional, thorough and determined attitude. Working conditions and company benefits are excellent, with regular salary reviews ensuring recognition of the individual's development. Relocation assistance is available.

Male or female candidates should submit in confidence a comprehensive c.v. or telephone for a Personal History Form to J.G. Kilvington, HOGGETT BOWERS PLC, 36 High Street, Eton, WINDSOR, SL4 6BD, 0753 850851, quoting Ref: S11005/T.

Apply with detailed C.V. to: Claydon Claims Service, 21 Widgeon Street, Luton, Telephone 01-587

## Gabriel Duffy Consultancy

### SENIOR COMPANY/COMMERCIAL ASSISTANT

£22,500 - £40,000

We are currently recruiting lawyers of the highest calibre on behalf of our clients. Candidates should have an excellent academic background and between two to four years company/commercial experience gained either with a London practice or a major provincial firm.

Partnership prospects are excellent. Office facilities and working environment are as expected from a dynamic major London practice.

### COMMERCIAL PROPERTY PARTNER

c.£40,000

Our clients are looking for a highly competent commercial conveyancer to handle a broad range of matters for its excellent client list. Immediate partnership would be offered for the right candidate. Salary and working conditions are commensurate with the high level of responsibility required by this well respected City firm.

For further details please contact:

CLAIRE WISEMAN  
LEGAL DIVISION  
GABRIEL DUFFY RECRUITMENT CONSULTANCY  
31 SOUTHAMPTON ROW  
LONDON WC1B 5HJ  
Daytime Telephone Number: 01-831 2288  
Evenings & Weekends: 01-748 8289

## UNIVERSITY OF HONG KONG SENIOR LECTURER/LECTURER IN LAW

Applications are invited for a Senior Lectureship/Lectureship in the Department of Law. The Faculty of Law contains a Department of Law (for undergraduate studies leading to the LL.B. degree) and a Master of Laws (LL.M.) programme as well as a Department of Professional Legal Education (for practice-oriented studies leading to the Postgraduate Certificate in Laws, undertaken by graduates intending to become lawyers). Applicants should possess a good degree in law, preferably to a higher degree, and a proven interest in and capacity for research. Experience of practice in Hong Kong or a similar jurisdiction would be an additional though not a necessary qualification. Applicants with any field of interest will be considered.

Annual salaries (superannuation) are on the scales: Senior Lecturer HK\$274,980-369,360 (9 points) (approx. £24,770-33,270), Lecturer HK\$176,880-295,680 (11 points) (approx. £15,930-26,680) (Sterling equivalents as at 4.12.86).

Starting salary will depend on qualifications and experience. At current rates, salaries tax will not exceed 17% of gross income. Housing benefits at a rental of 7% of salary, children's education allowances, leave, and medical benefits are provided.

Further particulars and application forms may be obtained from the Secretary-General, Association of Commonwealth Universities (Apts), 36 Gordon Square, London, WC1H 0PF, or from the Appointments Unit, Registry, University of Hong Kong, Hong Kong. Closes: 16 February 1987.

## ASSISTANT SOLICITOR

Salisbury

Wilts

Solicitors in pleasant Cathedral City with beautiful surrounding area require an Assistant Solicitor. The successful applicant will be expected to undertake a mixed work load but predominantly Conveyancing (and therefore should be particularly competent in this field). Good prospects and the person appointed should be able to develop and expand their own clientele and have the expertise and desire to branch into new fields.

Salary according to age and experience.

Please write with CV to:

BATT BROADBENT & BEECROFT  
Minster Chambers  
42/44 Castle Street  
Salisbury, Wiltshire SP1 3TX

## Trust Administrator

We administer a large portfolio of trusts and are now looking for an additional Trust Administrator.

The successful applicant will be experienced in all aspects of trust administration, have a good knowledge of tax and should be able to operate a computerised system of trust accounting or be prepared to be trained to operate such a system.

Salary will be competitive and will be dependent on age and experience. For an application form contact Jackie Hammond, Personnel Manager, on 01-342 2022 or write to her with full personal and career details.

FARRER & CO

66 LINCOLN'S INN FIELDS LONDON WC2A 3LH

## LITIGATOR

Wanted with minimum 3/5 years' experience. Must be partnership calibre and prepared to assume a heavy workload with a view to running caseload without supervision. Substantial remuneration package available, leading to early partnership for the right person.

Medium-sized West End firm with good reputation for litigation.

Please apply with full c.v. in complete confidence to BOX A20.

## PROGRESS SOLICITORS

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# LEGAL APPOINTMENTS

## PROGRESSIVE OPPORTUNITIES FOR SOLICITORS AND UNADMITTED STAFF

Bromley is the largest of the London Boroughs and offers a wide range of professional work in a friendly and stimulating environment. We have recently introduced a new management style to assist efficiency and improve staff motivation. New technology is seen as a key element in achieving our aims.

The Civic Centre offers attractive working surroundings with its landscaped grounds and excellent staff restaurant, sports hall and bar. Two railway stations are close by and there are good bus and road links. Bromley Town Centre has splendid shopping facilities, a cinema and a thriving theatre.

Benefits include a newly approved relocation package in appropriate cases above salary £12,690 and a 36 hour week with a minimum of 24 days' annual leave plus two extra statutory days.

The Legal Division is a busy one whose work load is markedly increasing to deal with new local initiatives as well as national trends. Whilst its organisation is through groups reflecting different aspects of the functions there is flexibility between staff in the groups to take account of staff experience, current pressure of work and development of career.

### ASSISTANT SOLICITORS (2) £12,690 - £13,632 incl.

These posts in the Planning/Litigation Team which have become available due to the promotion of the previous postholders, have an emphasis on planning and common law. There is a wide range of Magistrates' and County Court work, planning inquiries and some interesting High Court cases.

You should be a qualified solicitor - you may be newly or recently qualified - able to work in a team and undertake frequent advocacy.

REF: A261 / A263

### ASSISTANT SOLICITOR OR PRINCIPAL LEGAL ASSISTANTS (2) £12,690 - £13,632 incl.

These new posts in the team dealing with Child Care Litigation have been created specially to work closely with the Social Services Department in the growing and important sphere of child care work. The posts will provide valuable experience for any solicitor wishing to qualify for the Child Care Panel. Applications are also invited from qualified staff experienced in local authority child care litigation.

You should be able to work under pressure and have the flexibility to undertake litigation outside the child care sphere in the work load requires.

You must be a car-user and a car allowance will be payable.

REF: A267 / A268

### SENIOR LEGAL ASSISTANT £12,342 - £13,035 incl.

This is an important post in the Contracts/Orders Team dealing with contract, statutory agreements, compulsory purchase and other Orders and a range of conveyancing.

You should be a Legal Executive of several years' experience able to give support to the two solicitors in the team and to supervise the work of two legal assistants.

REF: A271



THE LONDON BOROUGH

### SENIOR ASSISTANT SOLICITORS (2) £15,600 - £16,749 incl.

Initially for Town Centre/Refuge Road Teams.

New teams have recently been set up to carry out the legal work involved in two exciting new development projects - the Bromley Relief Road Phase 2 and the Elmwood Development, a multi-million pound shopping and leisure scheme for the Town Centre. Staff in the teams at the end of the projects are expected to be absorbed to other duties in the Division.

Two solicitors at a senior level are required to lead the new teams. You should have some previous experience in compulsory purchase, commercial conveyancing, planning, road closing or traffic management schemes. You should be able to liaise effectively with outside consultants and other Council staff to achieve the tight timescale which the projects demand.

These two posts will be eligible for newly approved relocation and employment benefits currently being developed including a leased car scheme and part house purchase in approved cases.

REF: A269 / A268

### LEGAL ASSISTANTS (2) £9,129 - £9,954 incl.

One post is in the Contracts/Orders Team dealing with contracts, statutory agreements, Housing Association work, road closing and other traffic orders and a range of conveyancing. The other is in the Property/Conveyancing Team dealing with sales, purchases, the sale of Council houses, leases, tenancies and mortgages.

You will need to show good conveyancing skills, an ability to process a heavy caseload with the minimum of supervision and a willingness to work with others as part of a team. Qualified Legal Executives would be preferred.

REF: A262

Applications from Chief Personnel Officer, please 01-298 8324 (24 hours answering service) quoting the job reference number or numbers concerned (shown above). Bromley Civic Centre, Rochester Avenue, Bromley BR1 3UL.

Potential applicants wishing to discuss the opportunities offered in any of these posts are invited to telephone 01-298 8324 ext. 2522 to speak to Michael Page, the Head of Legal and Conveyancing Services or Amanda Lynch the Principal Managing Solicitor.

Closing date: 15 February, 1987.

## BAKER & MCKENZIE

### CONSTRUCTION LAWYER

We need a skilled construction lawyer with not less than two years post qualification experience. The work is essentially non-contentious, including negotiation and advice on implementation of contracts, many of a non-standard nature. Much of the work, both building and engineering, has an international flavour with the opportunity to work with certain of our overseas offices.

This is an area of considerable growth in our practice and we are looking for someone who, in return for an excellent salary and benefits, is capable of making a major contribution to its development.

If you think you are suitable, please write sending a copy of your curriculum vitae to Blair Wallace, Baker & McKenzie, Aldwych House, Aldwych, London WC2B 4JP.

### ASSISTANT SOLICITOR £12,894 - £14,100 - £15,627 ARTICLED CLERK £7,311 - £10,164

An Assistant Solicitor and an Articled Clerk are required in the Borough Secretary's Department.

The Assistant Solicitor post offers a wide range of legal work including attendance at Council Committees and advocacy in the Magistrates and County Courts and at public inquiries. Experience of local government is desirable but applications from solicitors in private practice and other spheres or from those recently admitted are welcome.

The Articled Clerk post offers training in all aspects of the legal work undertaken by the Council. Applicants should have passed the Law Society's Final Examination in full or be entitled to retake one or two papers.

The salaries will be within the above ranges according to qualifications and experience.

Generous relocation expenses are payable in appropriate cases and temporary housing accommodation may be available.

Please write or telephone for further details and an application form to the Personnel and Management Services Department, Town Hall, Luton, LU1 2BQ. Tel Luton 51291 ext 2521. Closing date 28th January 1987. Luton Borough Council is an Equal Opportunities Employer. Luton is a Nuclear Free Zone.

LUTON  
BOROUGH

### LE BRASSEUR AND BURY MEDICAL LITIGATION

We are looking for able solicitors to work in the expanding field of medical and dental indemnity. Some post-admission experience is preferred. However, relevant experience is less important than self-confidence and strength of personality. There is also opportunity to develop advocacy skills. We are looking for well motivated solicitors, able to represent professional interests nationwide in areas of law ranging from professional negligence through to disciplinary work, crime and employment. Competitive salaries appropriate to age and experience.

Ring Simon Dimmock on 01-405 6195 for further details or apply in writing to him at Le Brasseur & Bury, 71 Lincoln's Inn Fields, London WC2.

### Litigation Solicitor

£15,000 - £21,000 p.a. incl.

The Solicitor to the Central Electricity Generating Board wishes to recruit a Solicitor to work in the Legal Department at the Headquarters Offices near St. Paul's.

The duties of the post cover general litigation work and there are opportunities for involvement in other areas of work such as Planning, Parliamentary and Commercial. The post affords good career prospects for an able lawyer.

Applicants should have at least one year's post-admission experience in private practice or industry.

The starting salary for the appointment will depend on experience and qualifications.

Applications, in writing only, giving full career details including age, qualifications, present position and salary should be sent to the Group Personnel Officer, C.E.G.B., Sudbury House, 15 Newgate Street, London EC1A 7AU by 26 January 1987. Quote Ref. 433/65/MGT.

The C.E.G.B. is an equal opportunity employer.

### OPPORTUNITY

for Newly Qualified Solicitor

to join legal team of established company

A successful, expanding, medium sized English company, with many overseas subsidiaries, located in an attractive part of S.E. England seeks a recently qualified young solicitor to join its solicitors' department.

The main activity of the department, headed by a solicitor, is to service the group's general UK legal requirements. These involve contract and employment law, with some conveyancing, and include company acquisitions and consumer protection.

Terms will include a good salary, company car, pension, share participation scheme etc.

A strictly non-"ivory tower" person is sought who will relate easily with the local managers of a well diversified service company, and wish to develop an understanding of its activities as well as all-round experience in company legal practice. An interest in litigation and willingness to do some conveyancing is, however, important.

CV please (to be treated in absolute confidence) addressed to: Group Legal Director, P.O. Box A05, Times Newspapers Ltd., P.O. Box 484, Virginia Street, London E1.

### Brooker & Co INTERNATIONAL DIVISION c. £25,000

There are vacancies for two experienced lawyers qualified in a common law and/or a civil law jurisdiction to assist with the development and handling of U.S. clients' business in Europe.

Successful candidates will:

- be familiar with both systems of law
- have good international and/or EEC law experience gained in private practice or as in-house counsel
- be bilingual in English and one other European (EEC) language (preference given to candidates with third language)
- be prepared to operate w/p computers.

Please submit written applications only to:

Loretta Gormio,  
Swan House,  
34 Queen Street,  
London EC4R 1BR.

### Lucas & Co. TWICKENHAM AND BATTERSEA

£20,000 pa.

Seek experienced conveyancers to assist in a substantial conveyancing practice incorporating PROPERTY SALES CENTRES.

Excellent salary and prospects

Please apply Ref P.H.B. 01 924 3020

### EAST BERKSHIRE SOLICITORS

require energetic and enthusiastic Solicitor to run thriving branch office. Salary and bonus scheme giving excellent remuneration to successful applicant.

Please write with CV to:

LOVEGROVE & DURANT

4 Park Street, Windsor, Berkshire, SL4 1JF

Ref: ALW

### Experienced Conveyancing Solicitor/Legal Executive

Salary Negotiable

Apply in writing to:

Mr A S Gill

Woodman Matthews & Co

203 Cranbrook Road

Ilford, Essex IG1 4TA

## McKenna & Co LEGAL ASSISTANT

McKenna & Co require a legal assistant to join their Company Commercial Department to carry out particularly pre-contract investigation and other legal audit work in connection with corporate acquisitions.

Ideally the candidate will be between 26 to 33 years of age, preferably with a recognised legal qualification in the U.S.A., Canada, Australia or New Zealand and have at least 2 years post-qualification experience.

Please apply with full Curriculum Vitae to:

Bernadette Willoughby,  
McKenna & Co.,  
Inveresk House,  
1 Aldwych,  
London. WC2R 0HF

### Litigation Solicitor

We are a small, rapidly developing City-based company handling insurance claims, mainly in Professional Indemnity, on behalf of Lloyd's Underwriters and Insurance Companies.

We are seeking a young, energetic Solicitor, with two to four years post admission litigation experience, preferably in Professional Indemnity, to join a small and dynamic management team.

This is a challenging opportunity to participate in an exciting commercial enterprise in a fascinating and highly professional market-place. The role offers immediate claims handling responsibility and client contact.

The successful candidate will have personality, enthusiasm, the capacity for hard work and above all will be highly capable professionally.

Salary will be negotiable according to age and experience. There is in addition a generous benefits package.

Apply with detailed C.V. to Paul Bourne  
Claydon Claims Services Ltd.,  
21 Widgegate Street, London E1 7HF  
Telephone 01-377 1188

### PROBATE/TAX ASSISTANT

An opportunity to specialise in tax  
Salary negotiable

We seek a qualified Solicitor or Barrister with the ability and ambition to develop a Probate/Trust career with particular reference to tax planning.

This is a rare opportunity to join a dynamic, expanding department and work with a team of specialists in the area of Probate, Trust, Administration and Tax Planning. There is a clear emphasis on Capital Taxes Planning pre and post death. We act for a variety of private clients with a bias towards agricultural clients which ensures a range of private, partnership and close company work.

To take advantage of this long term opportunity, you would need to be able to contribute to the team to help us to continue our current growth in the tax area. In the short term you will concentrate on the drafting of a wide variety of Agreements, Wills, Contracts, Trusts, and Settlements with tax implications.

Call Brian Scott to discuss the vacancy or send him your full C.V. in complete confidence.

GOTTLIEB & GOLDBLATT  
56/57 Elm Street,  
Bristol,  
Bristol. IP1 2AT.  
Telephone: (0478) 511121

### ASSISTANT SOLICITOR

SOLIHULL, WEST MIDLANDS

We are an 8 Partner firm requiring an enthusiastic and hard working Assistant Solicitor with a minimum of one years post-qualification experience for our Solihull office.

The successful applicant will be expected to take on a mixed workload and to assist a Partner in this expanding office.

Salary will be commensurate with age and experience. Please write with full C.V. to:

WALLACE ROBINSON & MORGAN,  
4 Drury Lane, Solihull, West Midlands B91 3HQ.  
Or Tel 021 706 7571. (REF APP)

### ABLE LITIGATOR

Minimum two years qualified to run and develop general and commercial litigation department of expanding west end practice. Early partnership prospects.

Apply with full cv to:  
BOX G21.



# LEGAL APPOINTMENTS

## Corporate Finance Exceptional Opportunities

Our Client is a City Merchant Bank wishing to make two high calibre appointments to its Corporate Finance department.

Candidates for both positions should be graduates with excellent academic results and preferably a Legal or Accountancy qualification. They will also have excellent communicative ability, ambition and enthusiasm.

### Executive, Assistant Manager or Manager

Candidates will have at least one year's experience of Corporate Finance work, possibly gained within another merchant bank or with a leading firm of corporate lawyers and will therefore be able to immediately play a significant role in the work of the department.

### Manager or Assistant Director

The successful individual will be a senior corporate financier with good all-round experience and the ability to take substantial responsibility from an early date. Exceptional individuals could be appointed at Assistant Director level.

These positions offer the opportunity to play an important part within a dynamic and rapidly growing team in which talent and hard work are both recognised and rewarded.

Please contact Stephen Embleton for an initial discussion, in complete confidence.

**Lloyd  
Chapman**  
Associates

International  
Search and Selection  
160 New Bond Street, London W1Y 0HR  
Telephone: 01-409 1371

## Conveyancing Solicitor

c. £25k + car

Commercial Property

As a major financial services group, with over £4bn in assets, our client holds a major stake in the commercial property market. In fact, well over £600m worth.

They run the conveyancing side of this business as a private practice, a separate profit centre based in pleasant offices in central London.

Within this management position, it will be your brief to specialise in the conveyance of commercial properties, most of which are either managed by our client as commercial assets, or bought and sold as investments.

Much of your work will be concerned with leasehold and mortgage arrangements, so in addition to being suitably qualified, experience in both these areas, as well as commercial conveyancing, is essential. You must also possess good management skills, since you will be required to lead and motivate a behind-the-scenes team.

If you're the right man or woman, you can expect to receive a salary in the region of £25k, and benefits which include a quality car.

**Austin  
Knight  
Selection**

**ANCESTRY** traced by experts.  
Send details for brochure.  
Partridge, Gardiner & Bennet.  
28, Church Street, London W2.  
Tel: 01-198 3563.

## From tracing your family tree

**WOODEN** tree & shrub supports  
treated against rot pointed with  
a planed finish. 5ft high by 2  
inch half round. £1.50 each. 6  
ft high by 2 inch half round  
£2.00 each. Available in sets of  
10. Delivered anywhere in the  
UK. Telephone: 01-101 4206.

## to supporting it.

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CLASSIFIED**

More of what you're looking for.

To place your advertisement telephone 01-481 4000.

## Russell-Cooke, Potter & Chapman YOUNG LAWYERS

Opportunities have arisen to join our expanding legal teams in the following areas:

### PROPERTY

- at our Putney office, dealing mainly with residential conveyancing
- at our Lincoln's Inn office, dealing mainly with commercial property clients

### LITIGATION

- at our Putney office, dealing with general civil litigation including landlord and tenant

### GENERAL PRACTICE

- at our Kingston office, assisting the partner responsible for the development of a specialisation

Competitive salary and other benefits.

For more details phone David Quekett on (01) 789-9111

## PLYMOUTH DEVON NASH & CO LITIGATION SOLICITOR

We are an Assistant Solicitor to assist in expanding an already busy Criminal Litigation Department. The successful applicant will have between one and three years post-qualification experience and be a competent and hard working. The emphasis will be on Criminal advocacy but there will be opportunities to undertake other matters.

We offer a competitive salary and other benefits. Please apply in writing enclosing a CV to: The Partnership Secretary, Nash & Co, 12 Sussex Street, Plymouth, Devon, PL1 2HS

## FRERE CHOLMELEY

We are seeking a Trust Accountant/Probate Assistant for our Private Client Department. While legal experience is preferable, an accounting background, a keen eye for detail and the ability to handle busy workloads is essential. A competitive salary and attractive benefits package are offered. Please apply in writing enclosing a CV to: Nicholas Baker, Administration Partner, Frere Cholmeley, 28 Lincoln's Inn Fields, London WC2A 3BR.

## ASA LAW LOCUMS

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LOCUM SOLICITORS  
COUNTRYWIDE  
01-404 4741

ASA LAW LOCUMS  
SPECIALISTS  
31/37 DUNSTON STREET,  
OFF CHANCERY LANE,  
LONDON EC4A 3LT.

## PARNALLS

require an Assistant Solicitor/Probate Assistant to assist in a busy and varied legal practice. The successful applicant will have between one and three years post-qualification experience and be a competent and hard working. The emphasis will be on Criminal advocacy but there will be opportunities to undertake other matters.

We offer a competitive salary and other benefits. Please apply in writing enclosing a CV to: Mark Parnall, Parnalls, 18 Westgate Street, Lancaster, Lancashire, LA1 1SL.

## THAMES COURT CLERK

Applications are invited for the above post from suitably qualified persons who wish to pursue a career in a busy court. The post will be of a clerical nature but will involve a high degree of responsibility and initiative. The successful applicant will be a competent and hard working. The emphasis will be on Criminal advocacy but there will be opportunities to undertake other matters.

We offer a competitive salary and other benefits. Please apply in writing enclosing a CV to: A.J. Wilson, Clerk to the Judge, Thames Court, 100 Strand, London WC2R 0BH.

## MAIDSTONE

Young Solicitor with suitable experience required for High Court and County Court litigation (but not exclusively) in busy law practice. The successful applicant will be a competent and hard working. The emphasis will be on Criminal advocacy but there will be opportunities to undertake other matters.

We offer a competitive salary and other benefits. Please apply in writing enclosing a CV to: Gill Turner & Taylor, Maidstone, Kent ME14 1JZ.

## LITIGATION NORTH DEVON

Young or recently qualified, would consider Junior Clerk who has passed Finals or Legal Executive required for busy expanding practice. The successful applicant will be a competent and hard working. The emphasis will be on Criminal advocacy but there will be opportunities to undertake other matters.

We offer a competitive salary and other benefits. Please apply in writing enclosing a CV to: R.K. Chennell, Solicitor, 100 Strand, London WC2R 0BH.

## TRURO CORNWALL

Partnership prospects for Solicitor (mainly conveyancing) in this thriving City of Cornwall. The successful applicant will be a competent and hard working. The emphasis will be on Criminal advocacy but there will be opportunities to undertake other matters.

We offer a competitive salary and other benefits. Please apply in writing enclosing a CV to: O'Connor and Company, High Cross Chambers, Truro TR1 2JL.

## SEARCHERS & WEST London

Solicitors, Legal Executives, We represent many firms with queries for law personnel in all disciplines with partnership possibilities. If you are tired of commuting & want to work closer to home, please apply to: Searchers & West, 100 Strand, London WC2R 0BH.

## LEGAL OPPORTUNITIES

General Solicitors with County Court practice based in central London. The successful applicant will be a competent and hard working. The emphasis will be on Criminal advocacy but there will be opportunities to undertake other matters.

We offer a competitive salary and other benefits. Please apply in writing enclosing a CV to: 01-242 1281 (ans after hrs).

## GENERAL SOLICITORS

County Court practice based in central London. The successful applicant will be a competent and hard working. The emphasis will be on Criminal advocacy but there will be opportunities to undertake other matters.

We offer a competitive salary and other benefits. Please apply in writing enclosing a CV to: 01-242 1281 (ans after hrs).

## ADMITTED SOLICITORS

County Court practice based in central London. The successful applicant will be a competent and hard working. The emphasis will be on Criminal advocacy but there will be opportunities to undertake other matters.

We offer a competitive salary and other benefits. Please apply in writing enclosing a CV to: 01-242 1281 (ans after hrs).

## EDWARD OLIVER & BELLIS

General Solicitors with County Court practice based in central London. The successful applicant will be a competent and hard working. The emphasis will be on Criminal advocacy but there will be opportunities to undertake other matters.

We offer a competitive salary and other benefits. Please apply in writing enclosing a CV to: 01-242 1281 (ans after hrs).

## LEGAL EXECUTIVE

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We offer a competitive salary and other benefits. Please apply in writing enclosing a CV to: 01-242 1281 (ans after hrs).

## SMALL BIRMINGHAM

General Solicitors with County Court practice based in central London. The successful applicant will be a competent and hard working. The emphasis will be on Criminal advocacy but there will be opportunities to undertake other matters.

We offer a competitive salary and other benefits. Please apply in writing enclosing a CV to: 01-242 1281 (ans after hrs).

## LEGAL EXECUTIVE

County Court practice based in central London. The successful applicant will be a competent and hard working. The emphasis will be on Criminal advocacy but there will be opportunities to undertake other matters.

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We offer a competitive salary and other benefits. Please apply in writing enclosing a CV to: 01-242 1281 (ans after hrs).

## LEGAL ADVISER

c.£23,000 + Company car

Avon is the market leader in the beauty business and a highly profitable and well resourced organisation.

Established for over 25 years in the UK, we are currently seeking a qualified lawyer (solicitor or barrister) to advise the Company on all UK legal matters, including contractual issues, trade marks, product liability, employment law and general commercial and finance law.

The successful applicant would need to have a commercial/industrial background and be expected to provide a comprehensive range of advice to top management.

Based in Northampton, the benefits package will include relocation where required, free BUPA, a Company car for business and personal use, together with a highly competitive range of other benefits.

Applications with full details of career and qualifications, from candidates with relevant experience, should be sent to: David Rankin, Director of Human Resources, Avon Cosmetics Ltd, Nune Mills Road, Northampton NN15 8PA.

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## COLE AND COLE

OXFORD

Require a Solicitor for their expanding office at Didcot dealing primarily with contentious work.

Substantial rewards and prospects are available to the ambitious applicant.

Apply in writing to:

The Staff Partner, J.C. Phipps,  
St George's Mansions,  
George Street, Oxford OX1 2AR.

## EDWARDS GOLDARD SOLICITORS

General Solicitors with County Court practice based in central London. The successful applicant will be a competent and hard working. The emphasis will be on Criminal advocacy but there will be opportunities to undertake other matters.

We offer a competitive salary and other benefits. Please apply in writing enclosing a CV to: 01-242 1281 (ans after hrs).

## LEGAL RESEARCHER

County Court practice based in central London. The successful applicant will be a competent and hard working. The emphasis will be on Criminal advocacy but there will be opportunities to undertake other matters.

We offer a competitive salary and other benefits. Please apply in writing enclosing a CV to: 01-242 1281 (ans after hrs).

## LEGAL LA CREME

County Court practice based in central London. The successful applicant will be a competent and hard working. The emphasis will be on Criminal advocacy but there will be opportunities to undertake other matters.

We offer a competitive salary and other benefits. Please apply in writing enclosing a CV to: 01-242 1281 (ans after hrs).

## 2 CONVEYANCING

County Court practice based in central London. The successful applicant will be a competent and hard working. The emphasis will be on Criminal advocacy but there will be opportunities to undertake other matters.

We offer a competitive salary and other benefits. Please apply in writing enclosing a CV to: 01-242 1281 (ans after hrs).

## SPANISH SPEAKING

County Court practice based in central London. The successful applicant will be a competent and hard working. The emphasis will be on Criminal advocacy but there will be opportunities to undertake other matters.

We offer a competitive salary and other benefits. Please apply in writing enclosing a CV to: 01-242 1281 (ans after hrs).

## LEGAL EXECUTIVE

County Court practice based in central London. The successful applicant will be a competent and hard working. The emphasis will be on Criminal advocacy but there will be opportunities to undertake other matters.

We offer a competitive salary and other benefits. Please apply in writing enclosing a CV to: 01-242 1281 (ans after hrs).

## SOUTHAMPTON MOORE & BLATCH LITIGATION

General Solicitors with County Court practice based in central London. The successful applicant will be a competent and hard working. The emphasis will be on Criminal advocacy but there will be opportunities to undertake other matters.

We offer a competitive salary and other benefits. Please apply in writing enclosing a CV to: 01-242 1281 (ans after hrs).

## LEGAL RESEARCHER

County Court practice based in central London. The successful applicant will be a competent and hard working. The emphasis will be on Criminal advocacy but there will be opportunities to undertake other matters.

We offer a competitive salary and other benefits. Please apply in writing enclosing a CV to: 01-242 1281 (ans after hrs).

## LEGAL LA CREME

County Court practice based in central London. The successful applicant will be a competent and hard working. The emphasis will be on Criminal advocacy but there will be opportunities to undertake other matters.

We offer a competitive salary and other benefits. Please apply in writing enclosing a CV to: 01-242 1281 (ans after hrs).

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We offer a competitive salary and other benefits. Please apply in writing enclosing a CV to: 01-242 1281 (ans after hrs).

## PENZANCE CORNWALL

General Solicitors with County Court practice based in central London. The successful applicant will be a competent and hard working. The emphasis will be on Criminal advocacy but there will be opportunities to undertake other matters.

We offer a competitive salary and other benefits. Please apply in writing enclosing a CV to: 01-242 1281 (ans after hrs).

## COURSES

County Court practice based in central London. The successful applicant will be a competent and hard working. The emphasis will be on Criminal advocacy but there will be opportunities to undertake other matters.

We offer a competitive salary and other benefits. Please apply in writing enclosing a CV to: 01-242 1281 (ans after hrs).

## SWITZERLAND

County Court practice based in central London. The successful applicant will be a competent and hard working. The emphasis will be on Criminal advocacy but there will be opportunities to undertake other matters.

We offer a competitive salary and other benefits. Please apply in writing enclosing a CV to: 01-242 1281 (ans after hrs).

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County Court practice based in central London. The successful applicant will be a competent and hard working. The emphasis will be on Criminal advocacy but there will be opportunities to undertake other matters.

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We offer a competitive salary and other benefits. Please apply in writing enclosing a CV to: 01-242 1281 (ans after hrs).

## SALARY - NEGOTIABLE UP TO £12,000 PA

For a first class productive Audio-Secretary with conveyancing experience for solicitors in Maylebone High Street. Must be well-organised and efficient. Friendly office, pleasant conditions.

Telephone 01-485 8721 and ask for Mr. Stone.

## GENERAL APPOINTMENTS

## DIRECTOR'S ASSISTANT SW LONDON

A young CA, ACMA, or CCS, age 25-30, married, public school or Grammar school educated (British born national), is urgently required to assist M.D. manage and expand a well established people orientated service industry small group into a larger profitable unit. This is an excellent and stimulating opportunity to participate in our dynamic growth planning cycle.

Serious applicants must have cut their teeth outside professional environments in a consumer related service industry.

A solid knowledge and practical experience in the following areas is essential:

- Cash flows • Capital raising and acquisitions
- Factors • Recruitment and training of staff
- Assessment & implementation of electronic offices • Contract and Consumer Law
- General Administration including some litigation admin. • Report Summarisation to M.D. • Personal Tax Returns of M.D. • Internal audits and liaison with auditors.

A good salary is negotiable with valuable long term fringe benefits including equity participation.

Applications should be by short hand-written letter, plus a typed CV, copies of all professional certificates and a recent photo, to The M.D., Box No. 774.

Absolute confidentiality is naturally guaranteed and only professionally qualified candidates will be considered.









## Leaks in Conner security gives Dickson valuable ammunition

# Henry hoping his choice will help political changes

## Crowds on crest of a wave

## Charles and Cole move up to fourth

## Outlook grim for racing

# New season opens with historic Old Raby fixture



...the ...

## Stragglers are still lost in the desert

## ts are still

## Easy England win in prospect

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**VOLLEYBALL**  
**Polonia's**  
**chance**  
**slips away**















## SPORT

# Injured Emburey puts England back in business

From John Woodcock, Cricket Correspondent, Sydney

England got out of trouble in the fifth Test match here yesterday — thanks to their later batsmen's putting their shoulders to the wheel. Emburey's effort was especially commendable, for he made 69 under the handicap of a strained groin, and England, in the end, conceded a first-innings lead of only 68.

After tea, Australia extended this to 142 for the loss of Marsh and Ritchie. Today is a rest day.

Peter Taylor, virtually unknown a week ago, finished England's innings with bowling figures of six for 73 in 26 overs. When he got rid of Gower in the fourth over of the day, his first 10 overs in Test cricket had brought him the wickets of Gower, Botham and Lamb, the makers of 35 Test hundreds between them.

Until now, Taylor's best analysis in first-class cricket had been his four for 31 in the second innings of last year's Sheffield Shield final between New South Wales and Queensland. Now, rather than his selection being thought of as some sort of administrative error (and he himself being known as Peter Who?), it can be viewed as a telling choice from a beleaguered committee.

It was on a world tour with the Australian Old Collegians in 1980 that his bowling developed. They took in England on the way round, playing against sides such as the Club Cricket Conference and the Midlands Cricket Conference. When told that he was the first off-spinner to take six wickets in his first Test, Taylor said that it sounded "pretty nice", though he was "not into stats".

A couple of years ago, he thought the opportunity of playing first-class cricket, let alone Test cricket, had passed him by. Now that he has had "a sniff of what it's like", he hopes for more. He has a determined look about him, a pointed face and a neat ginger moustache.

Though not short of self-assurance, Taylor is more embarrassed than entertained, I think, by the fuss that is being made of him. His line in this England innings was not quite all that it might have been, which is probably why he thought he "didn't bowl

that well". But that, as he said, is "the way it goes".

He has a nice high arm and a certain thrust, and, by Thursday, he may have a good pitch to bowl on. The ball is already turning a little and will be doing so rather more when England go in again. It has been a good match and there is plenty of cricket left in it yet.

A break-in overnight had left Botham without the bat with which he had hit Taylor for six a few hours earlier, but it had not deprived Gower of

played Taylor better than anyone, making some fine, robust strokes against him and showing the straightest of bats in defence. Having come in when England were 119 for five on Sunday, the score was 213 for seven when he left, 25 minutes after lunch yesterday.

Emburey strained his groin taking a second run early in his innings, whereafter Athey ran for him. As Taylor observed, Emburey is a disconcerting fellow to bowl at, looking quite paralysed at times, yet capable of exploding into violent action or nudging the ball from unexpected positions in improbable directions.

There was a time, when Small as his partner, when there was no holding Emburey. In one over, he despatched Reid, bowling with the new ball, for three fours for which Athey had no need to run.

Emburey and Small were both out, in the end, trying to pull Taylor into the open spaces. Emburey having obstructed Australia by then for three and a half hours. Edmonds had pushed Taylor to short-leg and Richards had slashed Reid low to cover-point off the front foot.

England's last five wickets made 32 more than their first five and, before very long, Australia, in their second innings, had lost their opening pair — both out to good slip catches. Emburey fell to his left to catch Marsh off Dille, and Botham, falling to his right, helped in a classical left-arm — dismissal — ball from Edmonds turning as Ritchie pushed defensively forward.

Emburey's day was not over yet. Unable to run between the wickets, he had shown that he could still bat and catch, and he now bowled seven good overs as Border, quite belligerently, and Jones, rather quaveringly, saw out the last 65 minutes making six — as though Australia had their backs to the wall — and no-one would have guessed at that when Gower had been out some hours earlier.

The crowd was 16,594 and the weather grey enough in the evening for the umpires to consult about the light.

## Scoreboard

AUSTRALIA: First innings 348 (D M Jones 104 not out; G C Small 5 for 75).  
 Second innings 133 (D M Jones 54 not out; G C Small 5 for 75).  
 ENGLAND: First innings 142 (D M Jones 54 not out; G C Small 5 for 75).  
 Second innings 142 (D M Jones 54 not out; G C Small 5 for 75).

FALL OF WICKETS: 1-25, 2-31, 3-37, 4-42, 5-48, 6-54, 7-62, 8-70, 9-78, 10-86, 11-94, 12-102, 13-110, 14-118, 15-126, 16-134, 17-142, 18-150, 19-158, 20-166, 21-174, 22-182, 23-190, 24-198, 25-206, 26-214, 27-222, 28-230, 29-238, 30-246, 31-254, 32-262, 33-270, 34-278, 35-286, 36-294, 37-302, 38-310, 39-318, 40-326, 41-334, 42-342, 43-350, 44-358, 45-366, 46-374, 47-382, 48-390, 49-398, 50-406, 51-414, 52-422, 53-430, 54-438, 55-446, 56-454, 57-462, 58-470, 59-478, 60-486, 61-494, 62-502, 63-510, 64-518, 65-526, 66-534, 67-542, 68-550, 69-558, 70-566, 71-574, 72-582, 73-590, 74-598, 75-606, 76-614, 77-622, 78-630, 79-638, 80-646, 81-654, 82-662, 83-670, 84-678, 85-686, 86-694, 87-702, 88-710, 89-718, 90-726, 91-734, 92-742, 93-750, 94-758, 95-766, 96-774, 97-782, 98-790, 99-798, 100-806, 101-814, 102-822, 103-830, 104-838, 105-846, 106-854, 107-862, 108-870, 109-878, 110-886, 111-894, 112-902, 113-910, 114-918, 115-926, 116-934, 117-942, 118-950, 119-958, 120-966, 121-974, 122-982, 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